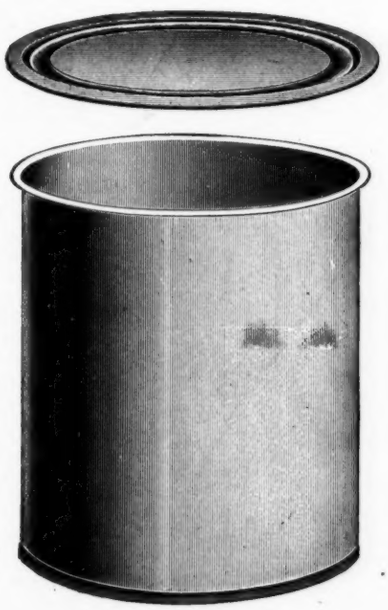
THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

OFFICE: ROOMS, 304-5 MARYLAND SAVINGS BANK BLDG. BALTIMORE, MD.

VOL. XXX. BALTIMORE, FRIDAY, NOVEMBER 1, 1907. NO. 10.



"AMERICAN"

OPEN-TOP LOCK-SEAM CANS

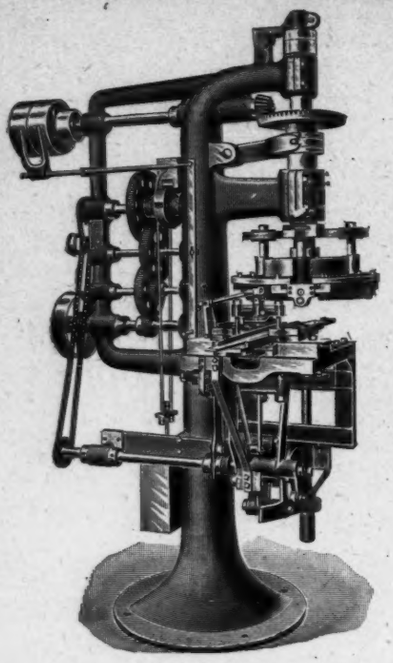
have all the solder and flux on the outside. We can furnish them either plain or enameled inside. In the enameled can no fruit comes into contact with the metal and there is

NO BURNED STREAK ON THE INSIDE.

Let us tell you why and quote you prices.

AMERICAN CAN COMPANY

NEW YORK BALTIMORE CHICAGO SAN FRANCISCO



PATENTED.

THE CANS STAND STILL.

For doing Irregular Work, Square Cans, Etc.

THE CANS STAND STILL

IN THE

STEWARD SANITARY CAN SYSTEM.

If you have not thoroughly—definitely—investigated the merits of these machines, you owe it to yourself to do so—now. . . . . .

Every packer who aims for something good, should use the best, that is ours. Our cans and machines are having grand success, and they have a record. The Cans Stand Still. . . . . .

We expect to have a factory in Western New York so that our friends can get cans at reasonable freight rates. . . . . .

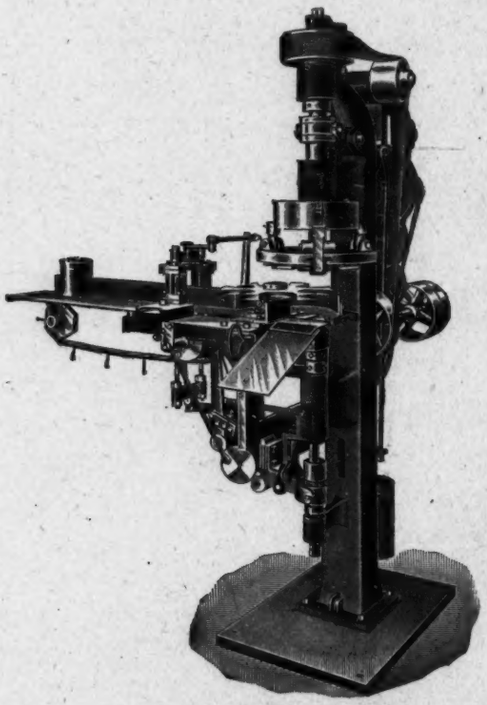
SOME CANNERS are using several of our Double-Seamers—ONE 28; ANOTHER 50 Machines. Three Concerns in Maine will have a capacity of nearly a million cans a day the coming season.

"ENOUGH SAID."

PATENTED.

THE CANS STAND STILL.

AUTOMATIC FEED.



PATENTED.

THE CANS STAND STILL.

PARTICULARS FOR THE ASKING.

L. & J. A. STEWARD,

MANUFACTURERS OF CANS AND MACHINERY,

RUTLAND, VERMONT.

A NEW

BUSINESS GETTER

¶ Several manufacturers are now advertising their containers.

¶ The idea is new to the public and has forcibly attracted attention to the goods of manufacturers using this form of advertising.

¶ If you use POPE "CLEAN-&-BRIGHT" Tin Plate in making your cans you will be in position to say anythiny you wish regarding the cleanliness, safety and advantages of your can.

Pope Tin Plate Co.

PITTSBURG. PA.

Largest independent manufacturers of Tin Plate in the world—making only canning Tin Plate and Black Plates.

A Reputation Itself.

NEVERSLIP SOLDER THE PRODUCT. THE GOODS . . .

A PURE FOOD FOR ALL CAPPING MACHINES.—DON'T LAUGH, ASK YOUR NEIGHBOR.—THANKS TO ALL CONSUMERS FOR THEIR CONTINUED USE SINCE IT WAS BORN—1902. : : : :

NEVERSLIP. OUR LOWEST STANDARD

Better than the Best of all Products We Ever Made. "What we have done with Neverslip Wire Solder" in the Past, is our Lowest Standard FOR WHAT WE EXPECT TO DO, AND : : : : : :

WHAT MAY BE EXPECTED OF NEVERSLIP IN THE FUTURE.

KEEP YOUR EYE ON IT

IF IT'S SOLDER YOU WANT, AND IT CAN BE MADE, WE MAKE IT. JUST THINK, WE MAKE TRIANGLE, DROP AND STICK SOLDER, 30 POUNDS A MINUTE—THAT'S GOING SOME. : :

E. M. LANG Co.
16 & 18 EXCHANGE PLACE,
NEW YORK CITY, N. Y.

OR

E. M. LANG Co.
FACTORY
PORTLAND, - MAINE.

PACKERS CANS

THE NATIONAL PURE FOOD LAW SAYS:

TIN CONTAINERS MUST BE OUTSIDE SOLDERED.

We are prepared to furnish the trade with Cans that are entirely outside soldered.

Cans that have no solder on the inside of Seam.

Cans that are made of non-acid flux.

Cans that are clean both inside and outside.

Give us a trial order and we will convince you that WHEELING CANS are as near perfect as it is possible to make them.

Wheeling Can Company,

OLIVER J. JOHNSON, President. Wheeling, W. Va.

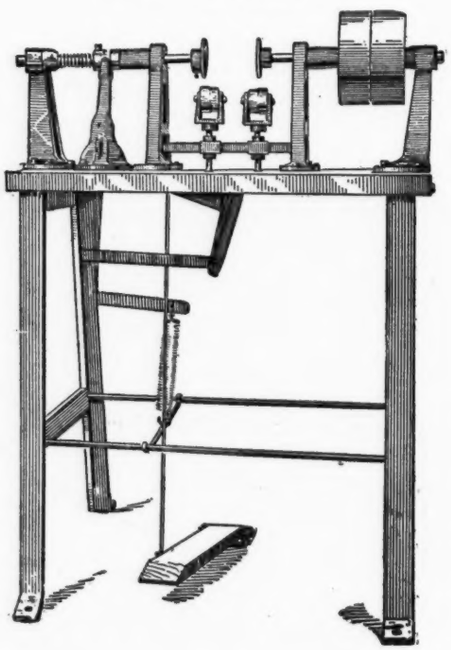
SLAYSMAN AUTOMATIC CAN TESTER

50,000 Capacity Per Day

AND EVERY LEAK DETECTED

DOUBLE - END - CRIMPER

FOR HAND OR POWER



SLAYSMAN & COMPANY,

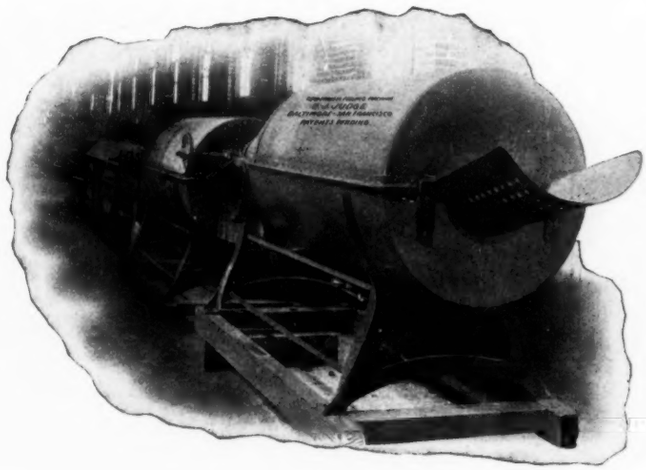
Factory: 125-127 East Falls Avenue. *Office and Salesrooms: 718 East Pratt Street.*

BALTIMORE, MD.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

SWEET POTATO CANNERS!

THE NEW PROCESS PEELING MACHINE



PATENTED

MARCH 19, 1907. APRIL 16, 1907.

JUNE 25, 1907. JUNE 25, 1907.

CANADIAN

SEPT. 24, 1907. SEPT. 24, 1907.

Will perfectly peel large or small stock.

Increases your yield and saves labor.

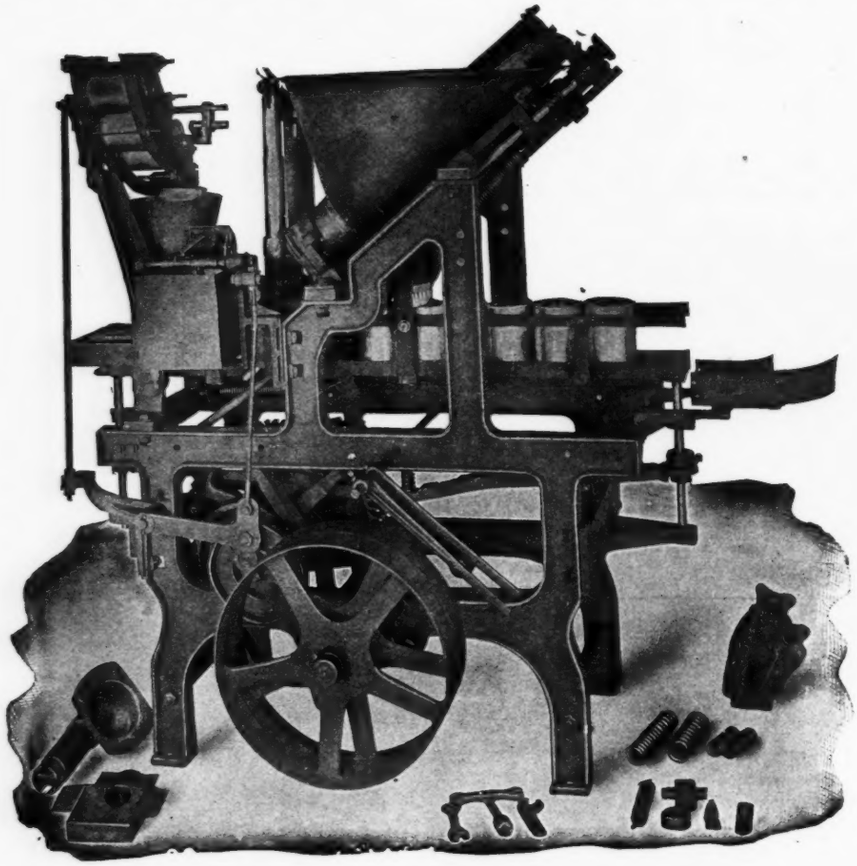
Guaranteed Absolutely.

JUDGE MACHINE CO.

Baltimore.
415 MARINE BANK BUILDING,

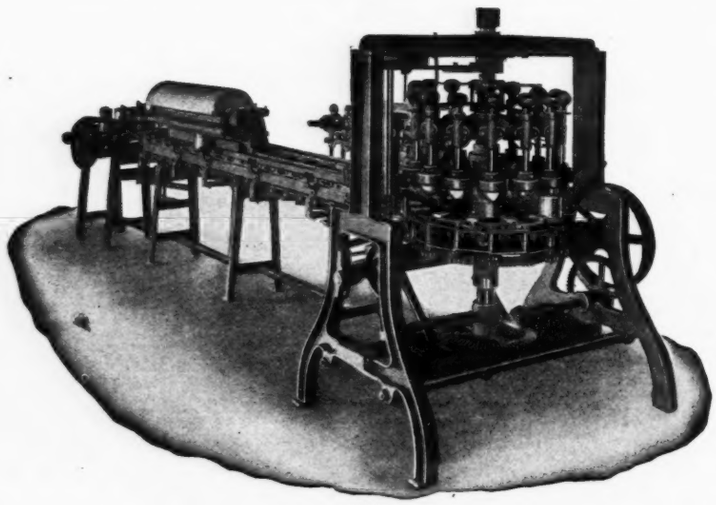
San Francisco.
7th AND HARRISON STS.

AYARS "KING" FILLER



Machines
In
Stock
for
Immediate
Shipment

UNIVERSAL CONTINUOUS CAPPER



Can Ship a
Machine
Immediately upon
receipt of Order

Ayars Machine Company, *Salem, New Jersey.*

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada.

STANDARD OIL CO'S **DEODORIZED GASOLINE** is used by 95 per cent of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums

Address Our Nearest Tank Station or BALTIMORE OFFICE.

THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

BALTIMORE, FRIDAY, NOVEMBER 1, 1907.

RUSH ORDERS

FOR

PACKERS' CANS

This is the season when prompt shipment of cans is essential. Our unequaled manufacturing facilities and wharehouse capacity enable us to handle your Rush Orders promptly. Send in your specifications as early as possible . . . . . .

American Can Company

New York Baltimore Chicago San Francisco

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The absorbing topic of the business world is the money situation, as the extreme high prices of call loans in New York has affected the entire country, as the tightening of the money market is reflected in all lines of business, and the lowering of prices is on this account. This appliss to every line of business equally as well as to canned goods. At the present writing, on account of the uncertainty of the situation, things are at a standstill. In all the big money centers the outlook is very much better than it was at the first part of this week. There is no class so timid as dealers in money, as at the first sound of alarm the purse strings are closed and this lack of confidence soon reached the business man, and affected him as to buying and selling, as the average manufacturer is very much like the small depositor in the bank. As soon as he realizes that it is not as easy as before to make sales, and he cannot convert his goods into cash, then he becomes extremely anxious to sell, so that instead of helping the situation as he should, he helps to precipitate the general alarm.

It would be well for canners to consider that just at this time buyers are not anxious to purchase goods as they have just about had their future contracts filled and their naturally comes a lull of what we might call a spot stock and their future needs, so that this condition has a natural tendency every year to lower prices, or at least cause less demand for quotations on goods than a month earlier or a month later, and now when we consider that this financial trouble has come just at this annual lull, it will not be remarkable if prices fall, particularly so as they have been extremely high this year. Those canners who have been foolish enough not to accept the price offered them, but held their goods for higher prices, we believe it would be a part of wisdom for them to hold on until after the Christmas holidays, instead of forcing the market now.

It will be noted in the market reports that 3-lb. standard blackberries have been advanced 15c. per dozen, that being the only change in market quotations, everything else remaining about the same.

Cove oysters are quoted as follows: 4-oz., 85c.; 8-oz., $1.65; 5-oz., 90c.; 10-oz., $1.80, and light weights 57½c. for Baltimore pack.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, Oct. 30.—The Wall Street panic had its influence on the canned goods trade last week, but with the passing of the excitement the disturbance passed and now trade is in quite as good condition as it was before the flurry. Sales were restricted for a few days because of the difficulty of securing ready money, but beyond that nothing was noticed. Fortunately, most of those engaged in the business were in reasonably good position and the result was that the trade felt the shock comparatively little. Sales during the week have been largely in small quantities, but there has been a fair run. Buyers have learned to practice caution, and there has been little disposition on the part of sellers to force the market. Under these circumstances the situation remains substantially as it has been for some time, though some profess to detect a slight inclination toward weakness in some varieties. As a whole, however, the market is in reasonably good condition and fewer packers appear to be urging sales to secure funds than is usually expected at this season.

Corn.—The total pack is estimated at 7,000,000 cases, though no one can say definitely that this is even approximately correct. The impresion prevails, however, that it is a fairly accurate gauge of what may be expected. This estimate compares with 8,739,900 cases last year and 13,939,000 in 1905. With practically no carryover to bother them, dealers are anticipating a good development of the trade so far as prices are concerned, at least. The market is strong on light offerings. The tendency is upward on State standards, with 90c. delivered quoted for 1907 pack. Southern Maine style is sparsely offered, with scarcely anything obtainable under 80c. f. o. b. factory. Occasional small lots of standards are offered at 77½c., while holders of fancy are indisposed to let go at less than 90c. f. o. b. factory. No Maine corn is offered in any quarter.

Tomatoes.—The market has been rather dull a good deal of the time during the past week, though there has been a fair average movement and trade has indicated possible improvement in sales within a few days. Brokers complain of lack of jobbing interest, which means a serious reduction in their business. Quotations have been freer at 80c. regular f. o. b. factory for full standard Maryland 3s. Ordinary standards are offered at 82½c. f. o. b. factory for 3s and 62½c. for 2s. Gallon standards are quoted at $2.82 f. o. b. factory. Some disposition is shown among holders here to sell surplus sfocks and locally the market is easy, with absence of buying interest. Deliveries on contracts constitute about the only movement of importance now. Something better is anticipated shortly.

Peas.—A fair jobbing demand is noted, but so little fancy stock, which is most wanted, is offered, that prices are little more than nominal. It is reported here that stocks in Baltimore are much reduced. On extra sifted early Junes up to $1.60 f. o. b. is asked. It is said that inquiry for the better grades is increasing constantly.

Beans.—Limas are firm, and a fair inquiry is noted for all varieties, but conditions do not seem to indicate any important present movement. Stocks are understood to be light.

Mushrooms.—Goods are scarce and quotations are little more than nominal in the absence of liberal stocks.

Asparagus.—Stocks are practically in the hands of jobbers, which keeps the market firm under light offerings. Quotations

The Metallic Decorating Co.

...TIN PLATE DECORATING...
IN ALL IT'S BRANCHES

GOLD LACQUERING AND PRINTING
OF PLATES TO STAND PROCESSING
A SPECIALTY. . . . . .

AMPLE FACILITIES TO EXECUTE ORDERS QUICKLY

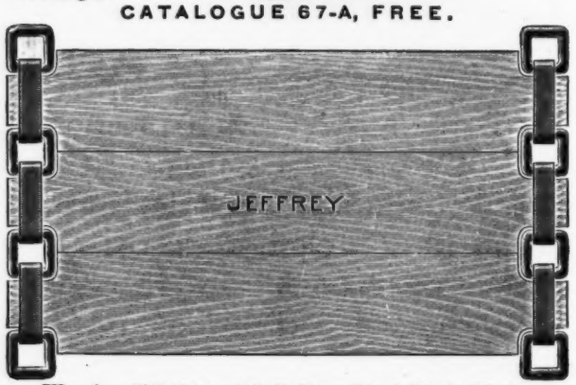
194 CHAMBERS STREET
NEW YORK, - - - N. Y.

WORKS WITH R. R. SIDETRACK:
BROOKLYN, - - - N. Y.

JEFFREY CONVEYORS
For CANNING AND PACKING INDUSTRIES

"Century" Rubber Belt for Bulk or Packages

CATALOGUE 67-A, FREE.



Wooden Flights with Jeffrey Steel Link Chain.
CHAIN CATALOGUE 72-A.

For Estimates and Prices, address
THE JEFFREY MANUFACTURING COMPANY,
COLUMBUS, OHIO, U. S. A.

are nominal in the absence of important demand and movement.

Spinach.—More interest is noted and sales would increase if stock was available. Baltimore packers are beginning on the fall pack, which promises to be about the same, proportionately, as the spring pack, according to reports received here.

Fruits.—An absence of offerings from first hands is reported in nearly all lines. State gallon apples are a shade firmer, though it is possible to buy at $3.50 on firm offer f. o. b. factory. Pears are in fair demand, with Bartlett 3s offered from the South at $1.35 to $1.50 as to grade. Southern apples are quoted at 98½c. f. o. b. factory for 3s. All gallon fruits are scarce and prices are firm.

Sardines.—Domestic grades are in small compass, closely controlled, and the market is firmer at $3.25 for quarter-oils and $2.60 for three-quarter mustards f. o. b. Eastport. The pack is extremely light and offerings are now being made subject to goods being packed only.

Salmon.—Spot goods are firmly held at $1.30 for red Alaska, with an advancing tendency noted on all grades. Outside figures are more generally quoted than inside in nearly all instances.

Lobster.—The supply is in small compass and prices are firm. HUDSON.

We were very much pleased to receive a call from Major Mofit, who formerly was one of Baltimore's leading canned goods brokers, and in fact, one of the oldest in the city, and a great worker for anything that would better the conditions of the canning business, he being instrumental in the building up of the Canned Goods Exchange, the National Canners Association and the Brokers Association.

Major Mofit now resides in St. Louis, and certainly looks the picture of health. He likes St. Louis very much, but he has not forgotten his first love for Baltimore.

Mr. John S. Hughes, of St. Paul, Minn., and formerly of Harford County, Maryland, was on a visit to Baltimore during Old Home Week. Mr. Hughes is a very successful operator of a number of canneries in Minnesota, and he has made a great success, having some four or five factories.

Mr. J. M. Paver, Jr., of Indianapolis, of the well-known firm of J. M. Paver & Co., of Indianapolis, Chicago and St. Louis, also called, and he certainly was a busy man. They have built up one of the largest brokerage business in the United States, and have done so by strict fidelity to canners' interests, and, as Mr. Paver says, "Every man has his hobby," and his hobby is tomatoes, so he speaks by the card.

Mr. S. B. Hardwick, of Kinsale, Va. and daughter, were in this city during Old Home Week, and expect to remain some little while. Mr. Hardwick operates a number of canning factories in Virginia, packing principally tomatoes, and also a variety of goods. Mr. Hardwick is one of the largest canned goods packers in Virginia, and one of the most successful.

Mr. Councilman, now of Louisiana, was formerly a pioneer in Baltimore, was also in town, and gave us a call. He is operating a very large canning factory in Louisiana, canning oysters, shrimp and vegetables, but he has to drop up to Baltimore once a year so as to keep in touch with his old home place.

Food Inspection in Maine.

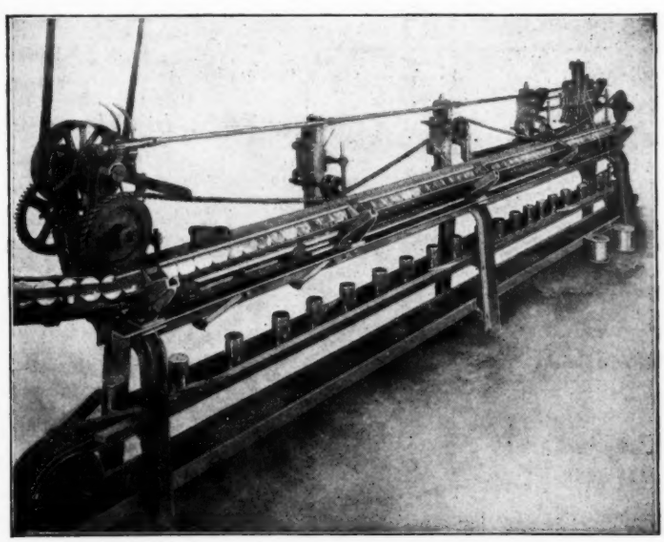
Bulletin of the Maine Agricultural Experiment Station.

The director of the Maine Agricultural Experiment Station is the executive officer of the Maine Food and Drug Law. His deputy has been constantly in the field visiting dealers in all parts of the State since April, 1907. By this conference with dealers and correspondence which has resulted therefrom, and by the distribution of printed matter, the dealers have become pretty well informed relative to the requirements of the Pure Food Law. They are for the most part in sympathy with the law and express their desire to comply with its mandates.

No prosecutions have been made, as the violations found have been through misunderstanding and apparently with no intention of fraud or evasion.

While samples of many different kinds of goods have been taken, especial attention has been given to molasses, maple goods, vinegars, salt fish and sausage. Bulletin 145, giving the results of the examination of the maple goods collected in the spring of 1907, is now being mailed. This is being sent to all dealers in the State, to newspapers and to libraries, but is not being sent to the general mailing list. The bulletin (145) will be sent free to anyone in Maine on application to Director Charles D. Woods, Orono, Me. In writing, please mention this paper.

ONE OF THE "STEWART" MONEY SAVERS FOR CAN MANUFACTURERS.



End Seam Soldering Machine.

PATENTED.

In general appearance this End Seam Soldering Machine resembles the old familiar Chain Floater, but its action is entirely different. No Solder Bath used. Instead of applying a surplus of solder to the seams, sides and bottoms and removing a part of the surplus amount with brushes and wipers, this machine applies the exact quantity and in the exact place to make a firm solid seam. No wiping is, therefore, required. There is no accumulation of scrap solder on the floor. No expense of re-melting; no loss by oxidation.

The melting of the solder is done by pre-heating the cans which pass under the fire before reaching the solder feeding units. The heat is applied to the cans gradually. The seams are always heated clear through when the solder is applied. The cans are thoroughly sweated. There is no danger of the solder being merely spread over the opening of the seam and producing a can which might pass the tester, but fail to stand processing or develop a leak in the warehouse or the market. The solder being applied where it is needed and only in such quantities, much less solder is, therefore, used than on any style of floater equipped with bath and other devices.

We solicit your inquiries and will gladly furnish additional data.

STILES-MORSE COMPANY,

138 JACKSON BLVD., CHICAGO, ILL., U. S. A.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman, Ph. G.

26 Milton Ave., Baltimore, Md.

AT THE THEATRES.—WEEK OF NOV. 4, '07.

FORD'S.
"AN AMERICAN CITIZEN."
Matinees Monday, Wednesday and Saturday.

AUDITORIUM.
"THE CANDY KID."
Matinees Monday, Tuesday, Friday and Saturday.

GAYETY.
"THE JERSEY LILIES."
Matinees Daily.

MARYLAND.
"KEITH'S VAUDEVILLE."
Matinee Daily.

HOLLIDAY ST.
"GREAT EXPRESS ROBBERY."
Matinees Monday, Wednesday and Saturday.

BLANEY'S.
"WANTED BY THE POLICE."
Matinees Monday, Wednesday, Friday and Saturday.

NEW MONUMENTAL.
"WILLIAMS' IDEALS."
Matinee Daily.

Standard Soldering Flux

THE one Soldering Flux with all the points necessary to make it THE STANDARD.

STRENGTH,

PURITY,

EFFICIENCY,

LIFE.

STRENGTH, you need where syrupy stuff is being packed.

PURITY, you must have to pass the Food Law.

EFFICIENT, in that it does exactly, and perfectly what it is intended to do.

To clean the tin and let the Solder flow freely, to prevent the solder from going into dross, to keep the steels clean, to prevent the use of more solder than is necessary to do the work.

LIFE, in this connection means the ability of the product to stay in solution in any teperature on the machines, and not char or dry up causing no end of trouble if the steels are allowed to get two hot.

WE have the flux that complies with all the requirements.

Run a test and compare results with the results obtained with the use of any other flux.

We are sure that the difference in our favor you will find will warrant you in giving us your orders.

Complies with all requirements of the Pure Food Law.

The Marlou Chemical Works,

OFFICE AND WORKS: WARREN AND BAY STS. JERSEY CITY, N. J. U. S. A.

THE BULLOCK-WAIT CO., Agts.
86 Lake Street, Chicago, Ill.

S. O. RANDALL, Agt.
Marine Bank Building, BALTIMORE, MD.

J. E. LASTRAPES, Agt.
524 Gravier Street, NEW ORLEANS, L. A.

YOU SHOULD

USE SOLDER APPLIED CAPS

THE LATEST AND BEST FOR CAPPING.

THEY SAVE

TIME - MONEY - LABOR - SOLDER

WRITE FOR PARTICULARS TO ANY

INDEPENDENT CAN MAKER

...OR ADDRESS...

A. SCHULTZ & COMPANY

MANUFACTURERS OF

SOLDER

BALTIMORE, MARYLAND.

Correspondence.

BALTIMORE, MD., Oct. 28, 1907.

Corn.—The market seems to continue in sellers' favor. There is very little effort being made to push goods, and yet there is considerable buying from day to day.

String Beans.—The packing of fall beans is about over here, with light stocks held by packers. Although there has already been a heavy advance in string beans from the opening price, and though the present market is considerably higher than for the same time last year, yet conservative people seem to think that string beans have not yet reached their limit. As to this, of course, it is impossible to say. We can only report that there are not many beans held in Baltimore, and that, judging from the inquiry we are getting from various sections, there are a still a good many gaps to be filled up. String beans were entirely cleaned up last year two months before packing season began, and there promises to be a repeititon of this experience again this year.

Sweet Potatoes.—Sweet potatoes are very snappy. We are paying $1.00 per dozen, f. o. b. Baltimore, in a small way for prompt shipment. We have succeeded in buying this week several cars for season shipment at 92½c. per dozen, less 1½% f. o. b. country factory, and may be able to buy more of them with orders in hand. Most of the sweet potato packers in the country report that they have sold to such an extent that they will have to have an unusually good crop to fill their orders in full.

Pulp.—Barrel pulp is selling freely at $4.50 to $5.00 per barrel. The pulp quoted at $5.00 is in whisky barrels and at $4.50 is in barrels of various kinds.

Pumpkin.—There is a very strong market on these goods, owing to scarcity. This seems to be true not only of the East, but of the Western sections as well.

Pineapple.—All kinds of pineapple are getting to be cleaned up.

Jellies—Preserves.—Cheap jellies and preserves have been selling freely, with the result that packers are pretty well oversold and are not very anxious for business.

Yours truly, THOMAS G. CRANWELL & CO.

BALTIMORE, MD., Oct. 28, 1907.

Dear Sirs.—There was less activity this week in the canned goods market in this section. Everyone has been expecting a breathing spell, simply because it is a physical impossibility to keep a full head of steam on indefinitely and a slowing down had become necessary. It would have come regardless of the trouble in the Eastern money markets, and with the passing of the worst period in that direction, a condition nearer to normal will prevail during the winter, to be followed, probably in the spring by a stronger market based on the light supplies in first hands of all staple articles of canned fruits and vegetables. From now until the holidays there will be, doubtless, the usual demand for seasonable goods, or, if not, the stability of the present prices may be given a good test. Up to this date the smallest concession in the price of strictly standard tomatoes brings ready buyers, especially for goods on which buyers' labels can be put, and the orders for them are not confined to any one section of the country. During this week the Northern and Western houses have been liberal buyers at full prices.

Again this week there was liberal buying of corn, string beans, baked beans and spinach and sweet potatoes were especially strong, with an upward tendency. Dried beans suitable for baking seem to be particularly scarce, hence the canned article is liable to advance at any time. Low-priced seconds and standard peas are getting scarce here.

Fruits of all kinds were rather quiet all this week, but the extremely small stocks held here won't bother the holders of them if there should be no demand at all before next spring. Illustrative of that fact, an assorted order that we received during the week for seven items in the line of fruits had to be divided up among five canners in order to obtain for our buyer the lowest price on each of them. The demand this week was chiefly for apples and pears.

The fall packing season for cove oysters has opened with a small supply of the raw stock at high cost. The question of prices depends upon the weather, which has been rather mild in the last half of the month.

Tomatoes.—Efforts were made this week to buy round lots of tomatoes at a little lower than the prevailing prices for all three sizes were not successful. Buyers for Western canners and jobbers, who spent several days in this market, were prepared to take over large quantitfes if the prices could be shaded some. Their purchases were made at the market prices, but for lesser quantities than they were prepared to take if their offers had been accepted. Evidently the Western demand is not yet fully supplied.

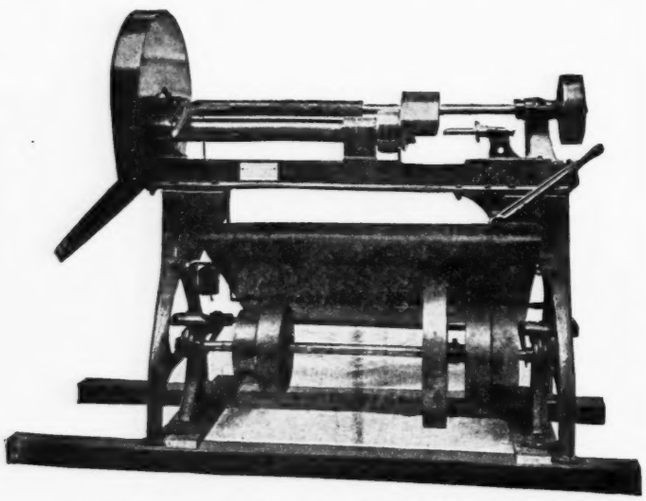
Corn.—Very strong market everywhere for corn of all grades. We repeat our recommendation to protect your wants for the wiuter trade.

Peas.—A fair demand for seconds and standard peas finds only small stocks to select from.

Beans.—Seasonable weather brings a good demand for these goods.

Peaches.—No changes; demand small this week. Prices are nominal because of light stocks.

Zastrow's Patent Pineapple Sizer and Slicing Machine.



ON SKIDS, WITH COUNTER SHAFT UNDERNEATH.

This machine has been in use for years; and has proven a perfect success. It not only does more work than any other machine of its kind in use, but turns out a better and more marketable article. It sizes the pine to the required diameter to suit the can, and slices it to any desired thickness. By inserting set of small knives, it will segment the slice and produce what is termed cocktail pines. Each machine is furnished with a counter shaft.

Used by the principal packers of the United States, Canada, Mexico, Bahama Islands, Hawaiian Islands, Porto Rico, Australia, Africa, etc.

Geo. W. Zastrow,

1404-1410 Thames St., - Baltimore, Md.

When you blow your own horn, why not benefit as many as you can?

The WESCOTT BOREAL SIREN

carries sound 10 miles on land and 20 on water.

Its value is so perfectly balanced that a Baby can operate it.

Have the lever in your office and give the farmers in the surrounding country as well as the townspeople accurate time signals.

The best possible advertisement for a Canning Factory.

A FIRE ALARM THAT CANNOT BE EXCELLED

NOTICE!—We will put on the Market at once the "WESCOTT HYFRO-PNEUMATIC" Washer and Scalder for Tomatoes, Beets, Sweet Potatoes and large Fruits.

Also the "MERRELL" Can Marker and "WESCOTT" Tomato Peeling Tables. A cut of these machines will appear in future issues. . . . . .

A copy of the "Labor Saver" our new quarterley publication will be sent you on request free of charge—a valuable hand book of information.

The Geo. F. Wescott Co.

BUFFALO, - - - - N. Y.

Gallon Berries.—Gallon blackberries, $6.00; gallon blueberries, $6.00; gallon gooseberries, out; gallon black raspberries, out; gallon red raspberries, out; gallon strawberries, $5.75.

Fruits.—Good demand for new pears and apples. Buy them now. The whole line of fruits is very strong on account of small stocks here.

Yours truly, THOMAS J. MEEHAN & CO.

Aberdeen (Md.) Market.

ABERDEEN, MD., Oct. 28, 1907.

What About Swells?

We guarantee to our buyers leaks and swells, held subject to our disposition within the prescribed limit specified in contract, when goods are purchased through and billed by us. "It takes a live fish to swim up the stream; don't be a dead one!"

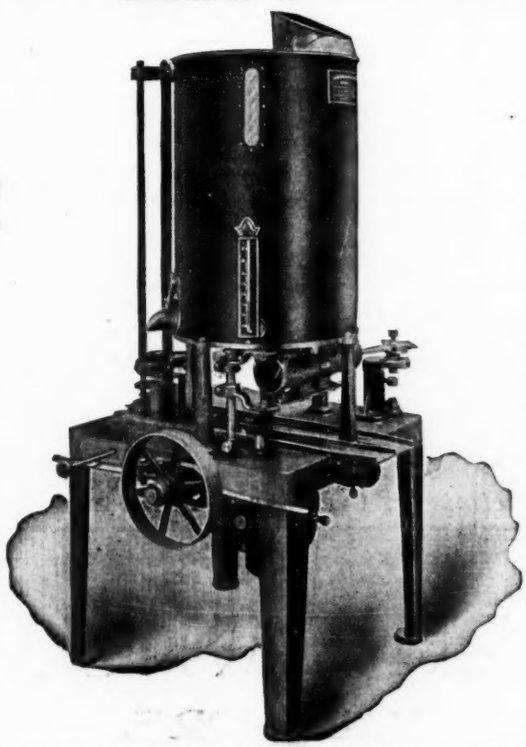
Have you ever indulged in the luxury of a Pullman train, after a heart-racking, back-breaking ride in the dusty, smoky, jerky local, leaving you bedraggled, travel-strained and subdued? From pauperism to princehood, and the game is worth the candle. It takes a few more candles to illuminate, handle and control the right kind of canned goods stuff, but what is the game without the candle? Darkness, doubt, uncertainty, disappointment, failure, oblivion. Playing in the open—confidence, satisfaction, success, affluence. Not "penny wise and pound foolish." This is conservatism and not extravagance, for it pays to buy the best. You cannot spell Success by robbing it of a single letter. The fellow lacking evidence of being posted is not always green because he sells for less; there are other reasons; sometimes these reasons frequently evidence themselves later on—sometimes after it is too late, and then all packers are termed unscrupulous, when in reality it was the close purchase, the shrewd deal that was at fault and caused the damage. The steady price of tomatoes is much better than various fluctuations every few weeks or so. To force a break, benefits a few only; it not only depreciates the value of the other stocks, but it affects your own, which have bave been purchased at higher figures, and while it may lower the general average, it ofttimes enables a competitor to let up a price lower than your general average, and then there is more war. Do conditions warrant the supposed present lack of interest manifested in certain quarters? In reality, do not the buyers want all the tomatoes that are in sight and offered? Is there any advantage in waiting just to see if they can be obtained for less, and when the buying starts, if the band wagon is not ready at the first toot of the horn, "Left again is the satisfaction.

Guessing the tomato pack is a pleasant pastime indulged in at present. It is much like forecasting an election and a pleasant way of courting notoriety. One says 8,500,000 cases, another 9,500,000 cases, another 13,000,000 cases and another 23,000,000 cases; some one is right, of course, or nearly so—the others will "23" about January 1st or earlier. If you want to get talked about, make your figures as extreme as possible; it causes comment, at least for the present. The prominent billboard advertiser advises the public to "Shave yourself." Coming from a razor concern, this advice is good, but when applied to canned goods, leave out the "h" and "Save yourself." It makes little difference whether Mars is inhabited or not, but if the market should turn upward and your tomato stocks were short, this would mean dollars and cents.

The market during the past week can be reported strong and advancing for fancy grades, and buyers, both East and West, are ready to take hold whenever they are fortunate enough to locate lots grading up to their requirements. "Just standards" are not in as good request—possibly because buyers' attention has been more attracted by the spectacular proceedings in and around Wall Street and interest in Knickerbocker Trust has demanded quicker action. In consideration of which, it has been suggested that runs on the trust companies and panicky conditions in the money market, producing 90% interest rate, will have a tendency to affect tomatoes somewhat. This conjecture is doubtless right, if the pack should reach 23,000,000 cases, but if it should total not more than 10,000,000 cases, as the figures suggested by the Royal Robe Prophet, who has given sixteen or more years to totaling tomato statistics, and if his advice can be construed as conservative, "the pack of 1007, no matter what its size, is nearly all out of first hands." Over 34,000,000 cases of corn were packed in three years—don't we require more tomatoes than corn? Under such conditions, can it not be accepted that tomatoes are in an exceedingly strong position, otherwise, in such times of momentary stringency, could it be possible to accurately quote the market for full standards at 87½c., with now and then an occasional offering of fair standards at 85c. f. o. b. factory. So much for No. 3 size, and 2s are exceedingly scarce, with block orders of any consequence impossible to fill on the basis of 70c. and gallons strong at $2.85 to $2.90, while fancy sizes and qualities are held at various prices, ranging from $1.25 to $1.30.

Corn.—When a run on the Trust Co. is anticipated, the directors confidently point to the $60,000,000 deposit and the $27,000,000 surplus and say, "We can stand at least so much; come on." When a run is made on the corn market, with less than 50,000 cases of shoepeg in sight, it is a time when small figures count rather than large. During the period of the

CANNING MACHINERY OF ALL KINDS INCLUDING THE CELEBRATED QUEEN ANNE CORN COOKER



Having bought lately the contents of several large canning factorys, I have for sale:

HAWKINS CAPPERS,
M. & S. UPRIGHT COOKERS,
BURNHAM COOKERS,
CONANT COOKERS,
QUEEN ANNE COOKERS,
ULLERY SILKERS,
M. & S. SILKERS,
MODEL M CUTTERS,

COX TOMATO SCALDERS,
REMINGTON TOMATO SCALDERS,
JERSEY QUEEN TOMATO FILLERS
M. & B. TOMATO FILLERS,
EXHAUST BOXES,
LARGE ROTARY PEA GRADERS,
PEA FILLERS,
PEA HULLERS,
CLOSED KETTLES and
OPEN KETTLES,
ENGINES, Etc.

ALL OF WHICH I WILL GUARANTEE TO BE IN FIRST CLASS CONDITION.

H. COTTINGHAM. Baltimore. Md.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

tomato excitement, corn calmly retains present strong position occupied as accorded in our last advices and the corn packers are not worrying over the situation, but are indulging in excitement, including trips to Jamestown, Richmond and the South. During their absence, prices are not being marked down and there is little indication of figures being changed, except possibly a little later on, in an upward direction.

Yours very truly, STRASBAUGH, SILVER & CO.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Tomatoes are in small demand. Market is firm at former quotations. The Southern pack of tomatoes is believed to be full, but the Middle West reports a shortage, and all the Maryland and Delaware goods are likely to be needed before the 1908 crop goes into cans. Doubtless the present market would be a firmer one if there were less stringency in money. Corn is wanted when of choice quality. Ordinary standard corn is held firmly, but the bulk of the demand is for Maine style Maryland brands, which are held firmly at 80c. f. o. b. Maine and New York State corn is hard to find. All kinds of canned beans are held at an advance, including baked, and market is strong at the close. Peas are growing too costly for very thrifty housekeepers, the inside price of good standards being $1.10 per dozen. The general market for canned vegetables is quiet, the earlier deliveries having accommodated urgent distributive wants. In fruits the feature is the demand for No. 10 apples of State packing, which is active, while supplies are small, and some of the packers have withdrawn from the market. All fruits are more or less firm in tone. Salmon is quiet and firm. Baltimore quotes new cove oysters at $1 for 5-oz. and $2 for 10-oz. Sardines are scarce and firm.—*Merchants' Review.*

Philadelphia.

Tomatoes are practically unchanged. The price averages 87½c. f. o. b., as it did last week. Several packers are holding out for 90c., but practically no sales have been made at that in this section of the country. If the pack is as small as some authorities seem to think, the price will doubtless go to 90c. and beyond. The demand for tomatoes is only fair. Even the West is now buying more moderately. It is believed that Eastern jobbers average smaller stocks of tomatoes than for many years. Corn is dull, but strong. Offerings are light and the outlook is firm. New York standard corn is not now quoted below 85c. Peas are scarce, strong and active. Apples seem to have settled down a basis of $3.50 for New York State gallons. Some holders still ask $3.75, however. Peaches are unchanged, both Eastern and Western brands, and the demand is light. The California line of canned goods is well broken up and in light demand. Baltimore small canned goods are unchanged and in light demand. String beans are a notch higher, and baked beans, by reason of the firm bean market, are high.—*Grocery World.*

Chicago.

General conditions in the canned goods market are really the same as prevailed a week ago. The pronounced feature of the situation is the strength of all descriptions of canned fruits and vegetables. Buyers, whether they are willing to do so or not, are compelled to pay prices asked, as the packers simply will not make any reductions. Tomatoes are firm and the situation on them is now better understood, with a good many of the packers, particularly in Indiana and the West, unable to make full deliveries on their future contracts. Corn is still in demand and prices tending upward on more general knowledge concerning the shortness of the pack. Canners have very few peas to offer and prices on the different grades are very firmly held. String beans are another exceedingly strong line of canned vegetables and pumpkin another. Prices on apples continue to advance, particularly on gallons. Fruits of all kinds are firm, owing to the small stocks existing. The advance in the price of domestic sardines does not seem to have checked the demand. The difficulty is to find packers who have any sardines to sell. Some packers have been forced to buy from others to get goods to satisfy urgent requirements of regular customers. All grades of salmon are very scarce and prices exceedingly firm. Oysters and canned lobster are firm, with supplies very light.—*Grocers' Criterion.*

St. Louis.

Tomatoes are very firm in this market. Some of the jobbers are getting in goods from the packers and are finding that their orders are being scaled down. A number of St. Louis wholesalers are only getting 80% of what they contracted for from the packers. The quality seems to be satisfactory and it does not appear to be a poor prediction that prices on spot goods will be higher before they will be quoted at less figures than at the

The High Quality Of Our CANS

...Is Undisputed...

In addition to our equipment for PACKERS Cans, we make a specialty of FRICTION TOP CANS for various purposes, and WAX TOP CANS for Home Preserving.

Our line also Comprises a great variety of Cans for Coffee, Baking Powder, Syrup, Molasses, Confectionery, Crab Meat, Paint and Putty.

SOUTHERN CAN COMPANY,

BALTIMORE.

ONE OF THE MOST COMPLETE INDEPENDENT PLANTS.

present time. What few goods that are going out on spot orders are bringing close to $1.15, putting No. 3 tomatoes of standard quality beyond the ten-cent class. Some jobbers say they are getting short delivery on their pea contracts, but most of them are getting pretty close to what they bought from the packers. The quality of the receipts continues to be good and there is little or no cause for complaint on this line. There is a fair demand for spot goods from those who did not provide for their wants in buying futures. Both jobbers and retailers are doing a good deal more worrying over corn than over either tomatoes or peas. Corn for two or three years has been a surplus product on the canned goods market and a number of dealers forgot to look far enough into the future to provide for any future contracts. It has hitherto been largely a case of having the packer beg the jobber to take surplus packing off his hands, but conditions are much different just now. It will be some time before the new pack begins to come in and it seems a fairly safe prediction to say that the demand will fully equal the supply.—*The Interstate Grocer.*

London, England.

Salmon.—There is only a light business doing, dealers' attention being devoted to dried fruit, but prices remain unchanged The Empress of India has arrived at Liverpool with 1,200 cases. Lobsters are without any feature of interest, but the tone of the market remains very firm. The Shenandoah has arrived with 1,930 cases, the Evangeline with 473 cases and the Ulunda with 434 cases, the last two named to Liverpool. Sardines.—The market remains practically bare of supplies, which continue to come forward very slowly, and reports from the fishing grounds state that only a few fish are being caught. Business has been done at higher prices. Amongst recent arrivals are the Peninsula with 3,598 cases, the Goya with 1,294 cases, the La Rochelle with 596 cases and the Fortuny with 1,303 cases, the last two named to Liverpool; the St. Servan to Newhaven with 636 cases; the Araguaya to Southamptom with 400 cases, and the Tasso to Hull with 2,300 cases. Meats.—Stocks of compressed corned beef, tongues, &c., are in very small compass, both here and in America, and with a good demand prices have advanced. Fruits.—The market shows, if anything, a stronger tone. Pineapples are also gradually strengthening and continue to move off well.

Liverpool, England.

Salmon.—As the attention of buyers has been to some extent taken up with dried fruit, salmon has not been so much to the front this week as recently. Still there is a large consumptive demand going along, and there is a good inquiry at firm rates. Alaska is very steady, with strong indications of an early rise. Sardines.—There are still no supplies coming forward. Norwegian are stated to be a very poor pack, and consequently have advanced a great deal in price, Fruits quiet, but firm. Pineapples.—Country trading this week shows an improvement on last. There is a fair market inquiry, but with no anxious sellers; in fact, some holders have withdrawn quotations altogether. The position is very firm, and there seems no possibility, according to advices from Singapore, that buyers will be able to cover in to allow them to sell at anything like present prices to the distributing quarters for the new crop. The Moyune has arrived with 1,000 cases on board. Tomatoes in more inquiry at an advance. Rabbits increasing in value considerably. Tall tins cannot now be obtained under about 6s. 3d. per dozen, flat tins about 5s. 9d. to 6s. It would not be surprising to see the price nearer 7s. than 6s. before very long, because the packers have all shut down, as the result of the low prices that have recently been made.—*Grocers' Gazette.*

Regarding Profits.

Sometimes the purchase of futures proves an unprofitable operation for retailers. Frequently it occurs that profits on futures are intangible or all go to jobbers. This result in years past has had the effect of keeping retailers somewhat afraid of purchasing liberally of futures. Recently they have permitted jobbers to attend to that division of trade and they have been content to purchase of jobbers as required.

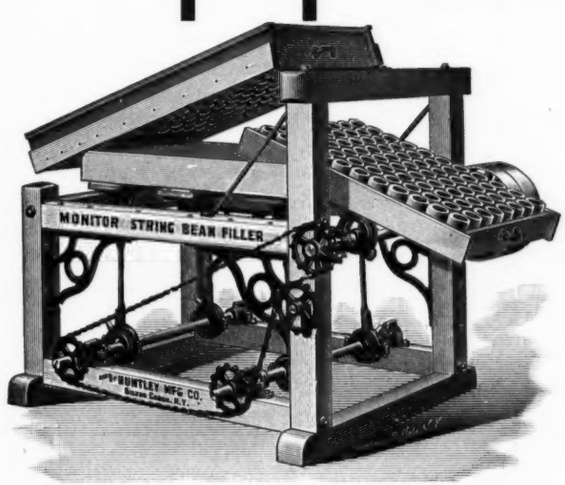
This year the situation has changed. Retailers are the ones who will make the profits. Supplementary orders must be placed at much higher figures than the originals required, and the .endency is strongly upward all the time. It is impossible to say where it will end, but there is little question about the continuation of high prices. Retailers who purchased freely of futures have already made a substantial increase, but they are in a fair way to make more.

In numerous instances they could sell back to packers or jobbers from whom they bought at a substantial advance and the purchasers would think they were extricating themselves from an awkward dilemma very easily.

Many jobbers are having hard work to make their own futures cover their sales of futures and not a few packers are in the same difficulty. Accordingly, if they could induce retailers to accept cash in place of goods, it would please them immensely in most instances. The cash required would not be as much as the goods are worth since the upward movement in prices began.

8000 gallon cans of apples per day,

—That's what the Monitor Can Filler will do.



READ WHAT ONE USER SAYS.

DEMERITT & PALMER PACKING CO.

WATERBURY, VT., Dec. 14.

GENTLEMEN:—We used one of your Monitor Can Fillers last season and it gave splendid satisfaction. This is the only filler we have ever used, but cannot see how anything can be made to do better work.

Yours very truly,

THE DERMITT & PALMER PKG. CO.

Write Us Today If You Are In The Market For A Filler.

HUNTLEY MFG. CO.

Silver Creek, - - New York.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

304-5 Maryland Savings Bank Building, Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year,	$2.00
Six months,	$1.00
Foreign,	$4.00
Canada,	$3.00

ADVERTISING RATES.—According to space and location.

Make all Drafts or Money Orders payable to THE TRADE CO.

Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $2.00 per inch per insertion, $5.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, NOVEMBER 1, 1907.

At the end of every canning season in the memory of the oldest packer, and just before the annual meeting of what is now the National Association, there crops up, and there have cropped up in all those years past innumerable plans and suggestions, looking to the betterment of the business, and which it is intended shall be harvested at that annual meeting. But before that time arrives there comes a frost—a killing frost—and all this crop of good resolutions is killed, or so badly weakened, that little or nothing comes of it. And this year is no exception.

There have been some great movements designed, and they may yet be set on foot. We hope they will—that everyone will lend his personal assistance to further the movements. We believe the canned goods industry has done its share of paving the Kingdom of his Satanic Majesty with broken good resolutions; and we think the time is here when that industry can formulate sound and sensible plans for its advancement and see them through. This is no reflection on all those plans formulated years ago and to which we referred in the opening paragraph; for much of the best work of the business was designed then and is being slowly worked out now. That it was not worked out then was due to the indifference of the individual; but the wisdom of those early plans is being better appreciated every year, and will certainly be the last ones to decry those early efforts.

We say that the industry can now see them through, simply because we feel that the individual packer is rapidly awakening to the fact that only by the united effort of all in the industry can anything worth while be accomplished.

Within the month the daily papers have been picturing the fruit and vegetable packers as an overpowering trust, arbitrarily advancing the prices of all canned goods. We have all laughed at this, of course; for, while all wish that relations between all canners in the business were such that an action of this kind could be possible, all know better. If there is one possible thing in which the canned goods packers would willingly hold together, it would seem to be in the advancement of prices on their goods; but even here they have not that necessary unity—that confidence in each other which would enable them to hold together.

But this brings us to the point we wish to make—and we have made it before many times, and this is simply another sowing of the seed, as Mr. Kuhner would say, in the hope that it will fall upon good ground, blossom and bear fruit at the next annual meeting of the National Association. We want to see formed at this coming meeting a Refutation Committee—A Canned Goods Protection Committee—A Smelling Out Committee—we care not what you term it—but this would be its purpose: To trace down and nail every lie or calumny on canned goods. This is aimed, of course, directly at the daily newspapers—but also at every other newspaper or periodical publishing anything that is not true of—and, therefore, harmful to—canned goods.

It may be necessary to divide this committee into four or eight sections, having several members in each. Then when some "Death-in-the-Can" story arises, the committee will at once investigate the matter, obtain an exact account of the incident, and if the account at first appearing is not in every sense strictly true—compel that paper to publish—in as prominent style as the story first appeared—a correction of their statement—the truth of the story.

Backed up by the National Association, such a committee would be all-powerful. If the paper refused to retract its libelous story, a suit for libel could and should be instituted against it in the name of the National Association.

Every Grocers Association, every Jobbers Association would back the National Association in such a fight. Newspapers everywhere would not be slow to recognize this power, and they would cease being anxious to feed the public with these choice bits of scandal, at the expense of the whole canning industry—canner, machinery and supply man, jobber, wholesaler and retailer. We would have no more "embalming fluids in canned goods" and no more "deaths sure in the can." It is not easy to estimate the amount of harm done by such reports; and it is high time the industry took hold of this monster in self-defense.

The cost of it—and who will pay for this? Canned goods would be much higher in price today—there would be a very much better margin of profits for all—if canned goods held the entire confidence of the public—and they cannot while these stories are allowed to go on.

A contribution of $1.00 from every man interested—and who is not?—at the next Convention would more than defray the expenses of the Committee; and it would not take a great deal of the time of those on the Committee to attend to their duties. Every week there would be less time required. Isn't it worth while?

We hope some of the men now working on the coming Convention will think enough of it to bring it to a question at that meeting—and if they do, it will pass with acclaim.

THE CHICAGO MARKET.

SPECIAL CORRESPONDENCE TO "THE TRADE."

CHICAGO, October 29, 1907.

Buying Suspended.—As a matter of precaution, all the wholesale grocery houses but one or two, have absolutely discontinued buying in the canned goods line until the present financial disturbance subsides. In fact, there is but little occasion to buy canned goods at present, as the receipts and deliveries are enormous, and stock are rapidly filling up. The sale of canned goods for future delivery has been very heavy and deliveries to retailers are large. Some of the wholesale houses are short on some kinds of canned goods, but others are long and some trading is being done

between houses, but outside buying is the exception just now, and brokers report "nothing doing."

Maryland Tomatoes.—The superiority of Eastern packed tomatoes to Indiana and Michigan packed goods becomes more apparent daily as goods are received and sampled. The weather has been such that Michigan tomatoes are simply unmerchantable. Their pack is so full of unripe fruit that it is unsuitable for delivery as of standard quality. Very few of the Michigan packers are pretending to make deliveries from their own packing. Indiana tomatoes are better, especially those packed in the southern part of the State, but the best brands are unequal in quality to previous seasons or to the best brands of Maryland, New Jersey or Delaware packed goods. Indiana packers fill their cans well—always—but their product has not the color, or style, or sweet flavor this year of the best Eastern packs, which is entirely attributable to the unfortunate weather conditions which have prevailed all during the season.

Some Qualities Inspected.—We have seen samples this week of 5,000 cases hand packed tomatoes packed by Webster Ford & Co., of Baltimore, and they were excellent. The cans ran from 38 to 39 ounces gross in weight and were well filled with red, ripe fruit, nicely handled.

We inspected samples of the Hallwood brand of tomatoes packed by J. W. Taylor, of Aberdeen, Maryland. They represented, I was told, a lot of 1,000 cases just arrived. The goods were poorly filled, of poor color, and certainly not of standard quality. The lot was rejected.

Samples of the Midden brand packed by E. Sharp, of Sharp, Va., were shown me, and though a little irregular as to weight of cans, which ranged from 36-oz. to 39-oz. gross, the goods were quite creditable as to color and fill. The light weight of some of the cans seemed to be because of the absence of water from the cans rather than of tomatoes.

We were shown samples of tomatoes packed by G. A. Bound & Co., Hebron, Md., under a jobbers' label. The goods were very poor indeed as to fill, color and flavor, and were rejected.

Some tomatoes packed for jobbers' label in sanitary cans by the Hammersville Canning Co. at Hammersville, Ohio, were superb, both as to fill, color and style.

The Lexington Canning Co., of Lexington, Indiana, made a good delivery of tomatoes of a nice and acceptable quality. The samples were shown to prove it.

Pea Packers Clean Up.—There seems to be a disposition on the part of pea canners to clean up their holdings and avoid storing their surplus, either in their canning houses or warehouses, where they would have to run fires in order to keep the goods from freezing, or in public warehouses where they would have to pay storage, and some offerings have appeared on the market.

Pumpkin Reacting.—There is considerable pressure on the market, so I learn, to sell pumpkin for November delivery. Packers should be cautious about packing a lot of pumpkin, tempted to do so by the present high price. Your correspondent just had a conversation with one of the shrewdest dried fruit men in Chicago. During the conversation he said: "I have just returned from a trip East, and they seem to be making extensive preparations to pack pumpkin. I passed three canneries which had not been operated for several years, and they all had steam up and a big pile of pumpkin stocked under their sheds just rolled out of the cans.

"Many Western canners, on account of a short tomato pack, will have a surplus of empty cans and they will be likely to fill them with pumpkin. Go slow on canning pumpkin packing, Mr. Canner; a little won't hurt and will be needed at good prices, but a big lot of it will break the market and lose money for the packers."

Canned Goods Firm.—Prices on nearly all kinds of canned goods, so I am told, are as firm and unyielding as the everlasting rocks. Buyers and sellers both know that never was there a stronger statistical position, or a more promising outlook. In fact, the buying for country shipment seems to be as lively and active as if there was no threatened panic or dangerous unstability in the money market. In fact, it does not make much difference what the price of stocks and bonds may be or the rate of wages, for people must eat, and they will eat canned goods because they are cheap, as well as good. The financial flurry and any depression it may produce will affect the luxuries and the pleasures of the people and the drygoods, clothing, millinery and shoe stores will suffer, but people have appetites to eat and must keep themselves supplied with food.

Canned Crab Apples.—We saw a sample of canned crab apples in syrup today packed by a Michigan packer. The samples were being shown by J. M. Paver & Co., brokers, and the goods were excellent. They were nicely handled, whole on the stem, with the other or eye end reamed out and altogether good. They were packed in no 3 sanitary cans. The Germans are very fond of these goods as a relish to eat with spring duck or roast goose and a limited quantity can be sold at a fair price.

Jobbing Sales Small.—There is but a limited business doing in a large or wholesale way as compared with the past few weeks. The financial flurry caused a few days' conservative paralysis of buying, but today (October 30th) brokers are active, with important lists of goods which are wanted by interior buyers, and normal conditions are rapidly being resumed.

Canned Corn.—This article is quiet and somewhat inactive, but the market is firm.

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MAKE SHIPMENTS IN HALF THE TIME.

GET PAID FOR THEM THAT MUCH SOONER.

Using a BURT LABELING Machine makes it possible to get out goods in half the time required when dependent on hand labeling—thus goods are converted into cash long before you now look for it. The BURT LABELER saves money too, doing work at about half the cost of hand labeling, which looks much neater and more uniform.

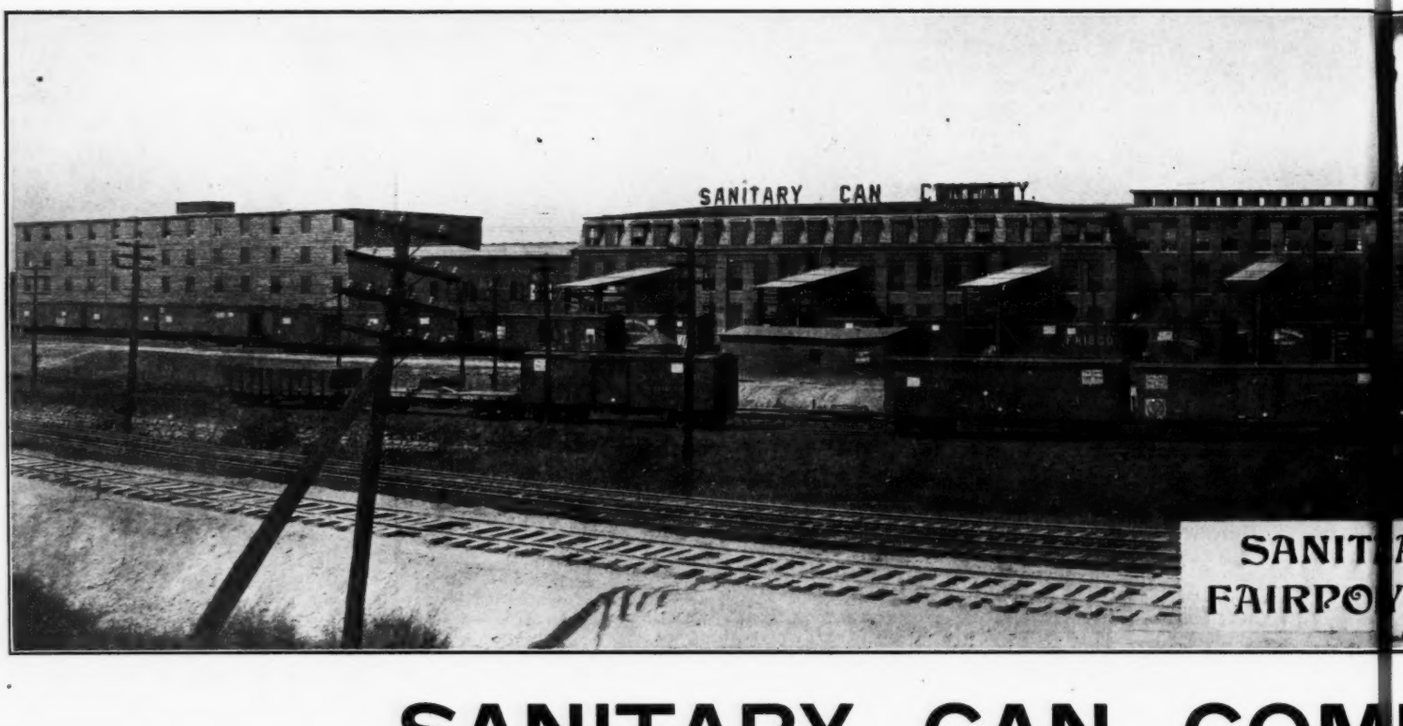
There is no reason why a BURT Machine would not prove just as indispensable to your plant as it has to hundreds of others. If open to conviction, write us promptly.

BURT MACHINE COMPANY,

BALTIMORE.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

"FINEST CAN PL



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Trackage Facilities
Capacity
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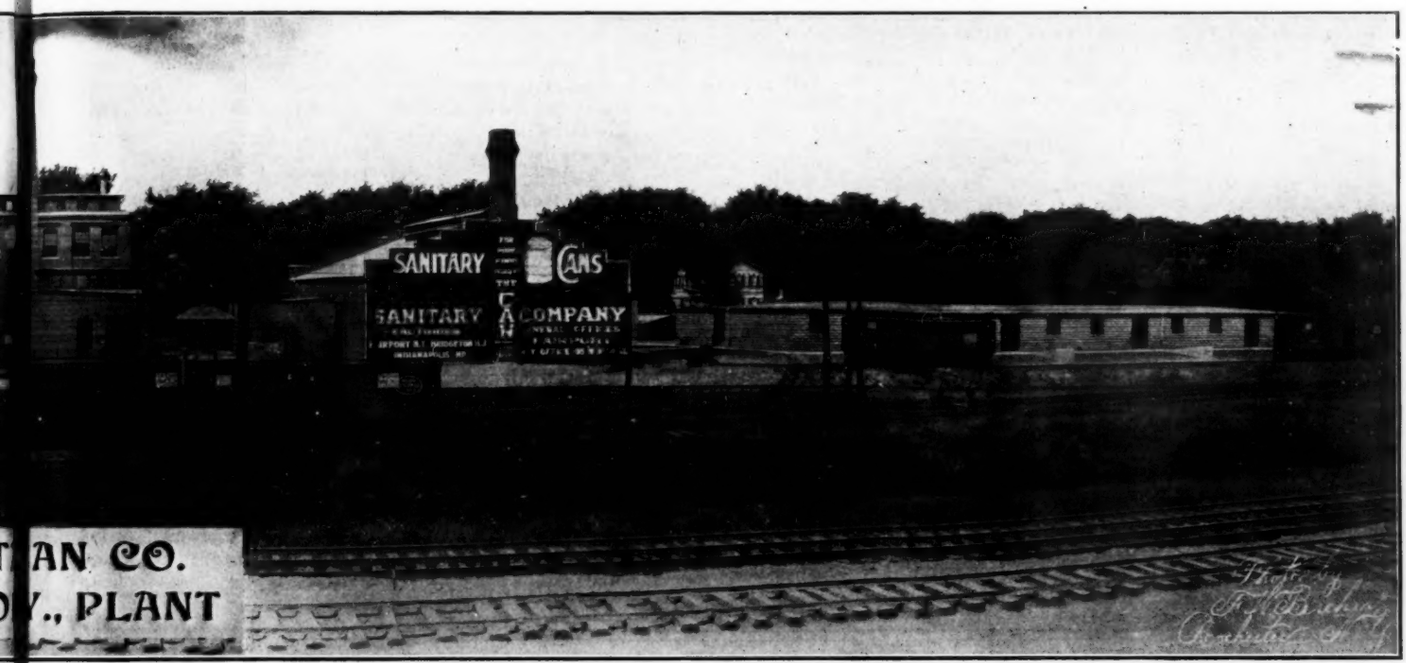

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0 x 60	*Brick*
0 x 80	*Brick*
0 x 115	*Cement Blocks*
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CANNING ITEMS

GENERAL.

Huntsville, Ala.—The Business Men's Club, of Huntsville, has undertaken the organization of a canning factory company with a capital of from $8,000 to $10,000. The representative of a Chicago house that makes canning factory machinery and starts enterprises of this kind in business is here, and it is the intention of the promoters of the enterprise to begin with a plant that will have a capacity of from 15,000 to 20,000 cans per day. Heretofore there has been no lack of money to be invested in canning factories, but every proposition has gone aground on the fact that the farmers would not contract to raise enough tomatoes to keep a plant busy in season. This deficiency will be supplied by the Cantaloupe and Truck Growers Association, which is also backing the canning factory movement.

Denver, Colo.—Plans have been made for the establishment of a big canning plant near Denver, Col. The enterprise, which is capitalized at $100,000, has the following officers: President, Sam P. Jones, who is president of the Commercial Bank of Louisville, Ky.; vice-president and manager, Wm. D. Tidwell; secretary, James C. Lewis, and treasurer, Earl A. McCreery.

Oroville, Cal.—The Butte County Citrus Association has a packing house completed in Thermalito. The water connections are finished. The electric apparatus for the grader is up. Within the next week this packing house will be the scene of great activity. The packing house is an up-to-date institution and worth visiting.

New Castle, Ind.—Canning plants in this city and other towns of the county have closed for the season after a very unsatisfactory season. The season was the shortest in the history of the industry in this county. The tomatoes were late in maturing and frosts caught the vines with much green fruit thereon. About five weeks was the length of the season and the output of all the canneries is about one-half of what has been the regular season's can. However, it is expected that the limited output will result in higher prices from the season's work.

Topeka, Kan.—John Walsh, of Spokane, Wash., wants to start a canning factory in some good city in the Central West where frnit and vegetables abound and railroad facilities are good.

Canandaigua, N. Y.--The Cobb Preserving Company, of this place and Fairport, have nearly concluded the season's work, although they are now trying to get pumpkins for canning purposes. During the season they have canned 50 tons of cherries, 100 tons of rhubarb, 100 tons of string beans, 50 tons of plums; 30,000 quarts of berries, 10,000 bushels of tomatoes and other fruits and vegetables in smaller quantities. They have paid out over $25,000 in this section this season.

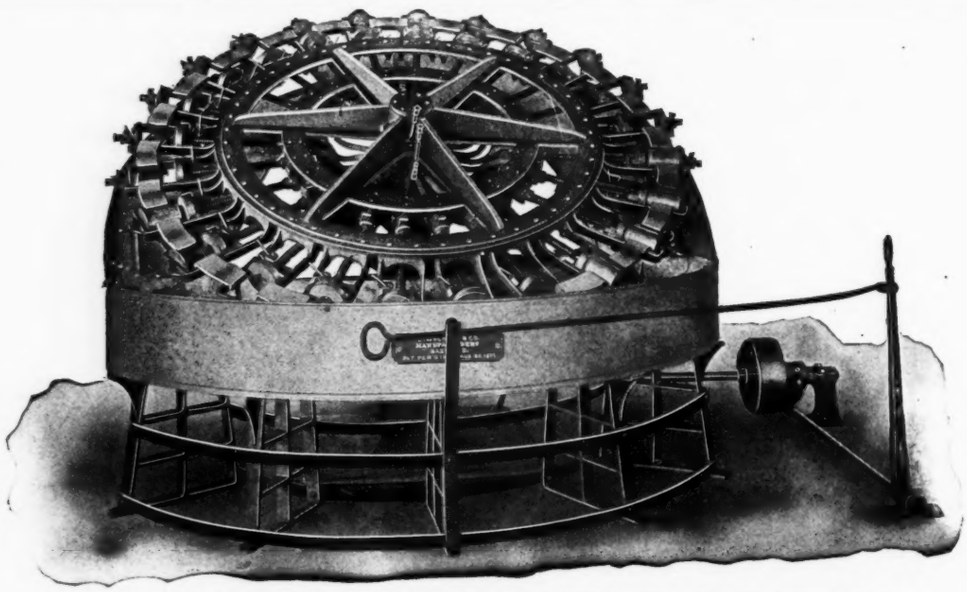
Syracuse, N. Y.—A section of the plant of the Stanwix Canning Company at Fulton was destroyed by fire October 26, entailing a loss of several thousand dollars. The fire looked threatening at first, and aid was asked of the Oswego Fire Department, but by the time the latter was ready to respond the fire was under control.

Ozark, O.—The Ozark cannsng factory closed down October 18 about 5 o'clock with a weird display of what the wildcat engine could do in the way of calling off the hands. Manager Karstien reports that the output of the factory is over 200,000 cans, or over 8,333 cases.

INCORPORATED.

Anderson, Ind.—Jupiter Packing Company, Anderson, Ind., incorporated; capital stock, $10,000; directors, David E. Stanley, Albert Harper and Sparta L. Brooks.

Sheboygan, Wis.—Sheboygan and Sheboygan Falls are to have a new industry. Incorporation papers for the Lake Shore Canning Company, with $30,000 capital, have been filed and a pea canning plant large enough to take care of a 700-acre crop will be built at Sheboygan Falls this fall. Herman Schreier has been elected president of the new company. A. P. Steffen is vice-president, and Charles Voigt secretary and treasurer. Now that the Landreth Company has entered the trust, this will be the first sign of opposition and the first big independent plant in ths viciinity.



THE MANN-STEVENSON AUTOMATIC CAN TESTER.

Patented Oct. 10, 1882. Feb. 3, 1891. Aug. 20, 1895.

Capacity 50,000 tested cans per day.

The above cut represents our latest Improved Automatic Can Tester. We have been manufacturing this style of tester for the past 20 years, and with the improvements which we have added to the machine, we feel that we have brought same up to the highest point of prefection

The tester is strictly automatic, (excepting when a leaky can is shown, the attendant pushes a leaver which discharges the can into an independent chute.)

The water in the pan should be slightly heated and an air pressure of 15 lbs. should be applied to the can while passing through the water.

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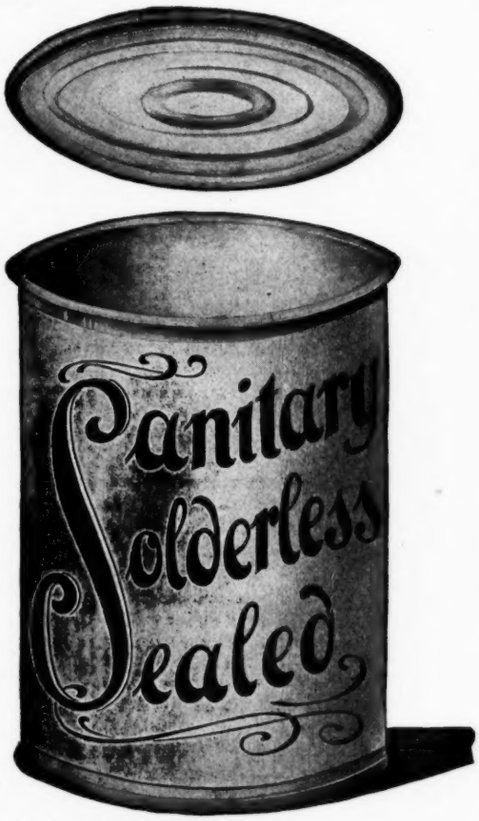

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FEDERAL CAN CO.,
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San Francisco, Cal.

EASTERN TERRITORY
SANITARY CAN CO.,
105 HUDSON STREET,
New York City.

Manufacture these cans for sale under our patents.

NO HOLES **NO CAPS**

The Entire Top Open.

SEALED WITHOUT

HEAT, SOLDER,

or objectionable

FLUXES,

PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample will be sent upon request.

We furnish complete outfits for making these Cans.

Round, Square or Irregular Shapes.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.

MT. VERNON, NEW YORK CITY.

Gang Slitting Machine,

Hand Feed.

The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.

Made in Two Styles—Hand or Treadle Feed.

THE JOHN R. MITCHELL COMPANY

Canning and Canmaking Machinery,

Foot of Washington St.. Baltimore, Md., U. S. A.

THE PURE FOOD LAW

(Food & Drugs Act, June 30, 1906.)

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all under one cover, in handy shape for quick consideration. : : : :

NOW READY.

We have realized the necessity of canned goods packers and preservers studying the requirements of the new Law and have anticipated it by issuing this little pamphlet. Send 10c. in stamps for a copy. : : : :

THE TRADE

Baltimore. - - Marvland.

Canned Goods Demand Is Heavy.

Authority Here Believes That Their Use Has Been Underestimated.

Commenting on the canned goods situation, an authority here says: "That unmeasurable factor, consumption, is demonstrating its power. It is apparent that the use of canned goods has been underestimated. Fortunately, last year's record and this will furnish a good basis for an estimate. The average annual output of corn for 10 years was about 7,000,000 cases; for the past 5 years nearly 9,000,000 cases. In 1904 and 1905 the pack was about 25,000,000 cases. Standard New York State corn sold as low as 50c. per dozen; contracts were made for 65c. to 70c. per dozen, but the market fell so that 50c. to 65c. was the price. In fact, the average cost in 1906 was little over 61c.

"During this week a carload of 1906 New York State corn, No. 2 standard, sold at 87½c. f. o. b. factory, or 90c. per dozen New York delivery. This tells the story of depleted stocks. It is evidence that the United States needs 11,500,000 cases of corn to meet requirements. It is not in sight by 2,000,000 cases unless reports are deceptive. The total supply of tomatoes for 1906–07 was estimated at 10,324,965 cases, of which 1,250,000 cases represented speculative holdings August 1, 1906, and 0,047,965 cases the pack of last year. When the season of 1907 was opened there was no reserve stock in first or second hands and less than one week's supply held by the syndicate. Tha conclusion is that the country needs 10,500,000 cases to meet consumption. The 1907 pack is estimated at 10,000,000 cases."

Maine Corn.

According to information from Maine, the sweet corn crop is considerably below the average again this year, the fourth in succession that it has been small. This year the reduction was due to the cold, wet spring. These adverse weather conditions prevented early planting and a consequent early growth. The frost did very little damage, excepting in places. As a whole, the growth was scarcely injured by the frost.

This fall only one early frost occurred and that affected the crop but little. Some of the low fields suffered, but the damage was too inconsiderable to count in the totals.

Canners had no difficulty in securing all the help they wanted this season and farmers were similarly well favored. So far as these two features of the business are concerned, the situation is better than it has been for some years.

The cost for raw stock has varied from $10 to $16 per ton, which is much higher than Western packers paid and considerably higher than New York State and Southern packers were obliged to give.

Had the spring been favorable there would have been no shortage in the Maine output, but under the unfavorable conditions which then existed it was impossible to get corn to grow, and many growers became discouraged and refused to replant the second time. Maine corn will be high this season. Prices are tending upward sharply now.

The Rise of Prices.

The gradual rise of the prices of merchandise predicted by the believers in the theory that a heavier production of the world's supply of gold always means higher values of the articles for which gold is exchanged has been hastened this year by a combination of other causes, at least so far as food products are concerned. Prices of groceries of various descriptions have felt the effects of the reduced supply, owing to cryp shortages, and tha upward tendency in some lines has undoubtedly been helped by the stringent enforcement of new pure-food regulations. On the other hand, the unusual prosperity of many nations has been reflected in an unprecedented demand for general merchandise. In this country this has been very noticeable, and even the troubles in Wall Street do not seem to have affected the free distribution of groceries and other necessaries of life. Whether the winter months will witness as heavy a movement of merchandise as took place last year remains to be seen. Judging from the past, the level of high costs must be finally reached at which consumption is injuriously affected, and perhaps as regards some of the grocers' specialties that level has already been touched, but if so there are few signs to indicate such an occurrence. But, indeed, with certain articles in insufficient supply, the demand must be correspondingly reduced. People cannot buy the things not in existence. It remains to be seen whether other articles of a similar nature will be taken as a substitute and in a quantity equivalent to that which is distributed of the scarce articles in ordinary crop years. Probably many retail grocers are able to form a sound opinion on that point already, as a result of observations of the trend of their own daily sales.

Speaking generally, the situation and outlook are less favorable for the people of fixed incomes than the newspapers have been so ready to assume and have their readers believe. Coffee is cheap, too cheap from the planter's standpoint, and sugar is low in price. Canned tomatoes are selling at reasonable prices and even corn is still within the reach of the

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"Hawkin's" Continuous Capper,
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Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

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It it is used in a Canning Factory I Sell it.

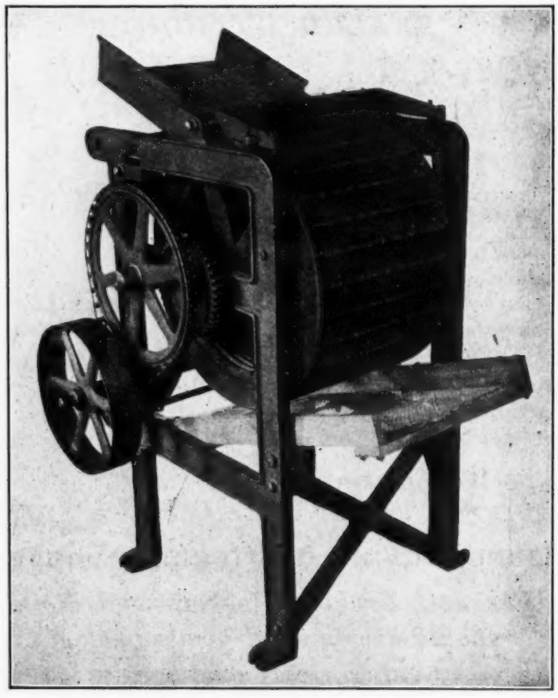
Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

STRING BEAN CUTTER Improved
PAT. MAY 14th 1901.



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OF COURSE YOU USE

ANCHOR BRAND SOLDERING FLUX

BECAUSE IT IS THE BEST.

NON-ACID **NON-ACID**

No Muriatic (Hydrochloric) Acid used in making Anchor Flux.

WONDERFULLY EFFECTIVE IN PREVENTING LEAKS.

No Cans or Contents Discolored.

Many strong testimonials from the Largest Canners who have used it.

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Sold in Barrels, Half Barrels, or in Kegs of 10 and 20 Gallons.

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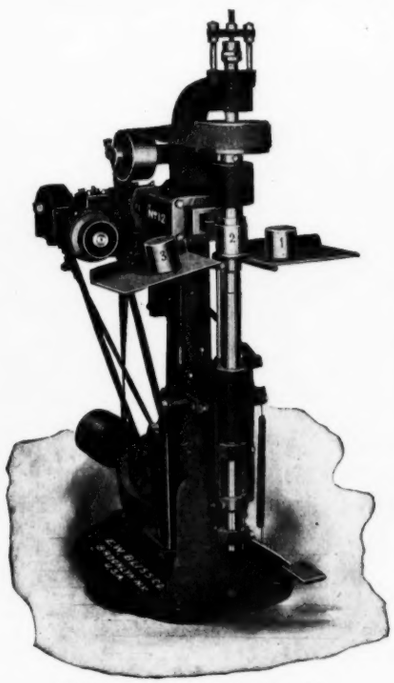
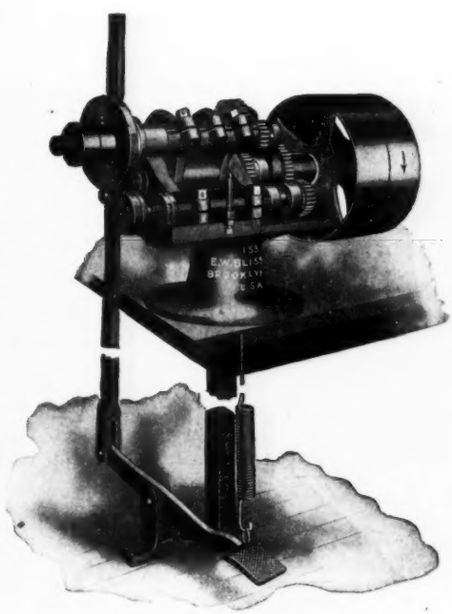


"BLISS" DOUBLE SEAMING MACHINE, No. 12.

"PRESSES FOR EVERY PURPOSE."

"Bliss" Presses can undoubtedly help you reduce the cost of production in the articles you manufacture. "Bliss" presses have a reputation for rapid and accurate production that is world-wide. We make a full line of standard presses and machines for all classes of sheet metal work, and special machines for unusual requirements.

Correspondence Solicited.



"BLISS" TRIMMING AND BEADING MACHINE.

E. W. BLISS COMPANY,

25 Adams Street, Brooklyn, N. Y. *Owners of the Stiles & Parker Press Co.*

CHICAGO AGENTS.—The Stiles-Morse Co., 138 Jackson Boulevard, Chicago, Ill.

masses. Flour is pretty costly, it must be confessed, but the resulting addition to the cost of the loaf of bread is trivial. In most cases the advances of the values of food products, or at least the most conspicuous advances, are in tte fancy grades. While fancy butter, cheese and eggs are higher than usual, the lower grades are much less affected by the rising impulse in values. It is becoming obvious that the poorer people, whose earning power is small and subject to no expansion, will have to satisfy themselves with lower grades of food products than usual, if they are to maintain their regular rate of consumption.

Tomatoes.

As reports continue to come in from various packers in the East, almost without exception, the advices are the same: "Cancel order for last car of cans. We will be fortunate in filling cans on hand." Nearly every large house is making its final run, while it may be possible here and there that a small factory may obtain a few tomatoes to keep running remnants from the large houses for a week or more. The tomato packing season of 1907 is practically over and the shipping season will now begin in good earnest, for it has been next to impossible to load and ship while the rush was on; it was impossible to secure enough help for packing much less shipping, consequently, many buyers have been kept waiting when the packer wished that things would be otherwise, but he could not, as he did not have the help sufficient to make shipments. One packer writes that "where we were losing tomatoes last week we are paying 16c. per basket today." Others report that the stock coming in is too poor to justify keeping their house open longer. The West is buying tomatoes; as the market advances, they follow the advance promptly. Reliable reports indicate that the Western packing season also began late. If the West should have frost, even though they may have escaped the two serious flooding rains experienced in the East, the market would probably advance very rapidly.

We can see nothing on the horizon at the present moment to console those who are short on tomatoes, even though frost, the much expected and talked about ogre, has not yet appeared; but nature furnished other elements of destruction to the tomato crop, besides frost and flooding rains have proved themselves as equally disastrous as this much-dreaded boogyboo.

Error Insurance.—Have A copy of a Complete Course in Canning always at hand. **Price $5.00.**

Domestic Sardine Prices Advanced.

Private advices from Eastport, Me., the center of the domestic sardine packing industry, say that the principal packers will advance prices on their product, commencing to-morrow. The quarter-oils will be advanced 15c. per case, while an advance will also be made on quarter-mustards in drawn cans.

These advances are reported to be due to the scarcity of cans and fish, and the generally bare condition of the domestic sardine market. Other packers, it is supposed, will take similar action. Our advices from Eastport further state that there is no surplus of sardines carried over.

FOR SALE.

1 110-GALLON COPPER JACKET KETTLE.
1 85-GALLON COPPER JACKET KETTLE.
1 35-HORSE-POWER UPRIGHT BOILER.
STEVENSON & CO.
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PRESSES, DIES, AND OTHER SHEET-METAL TOOLS
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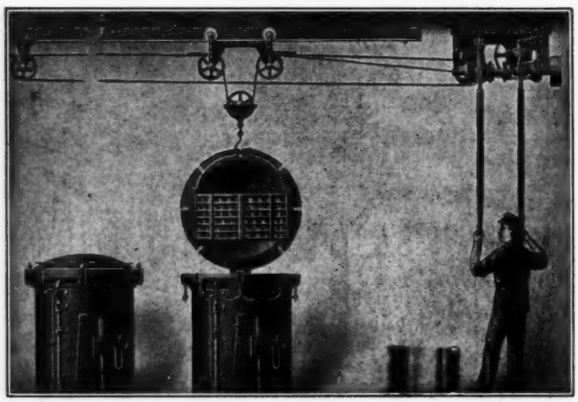
BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

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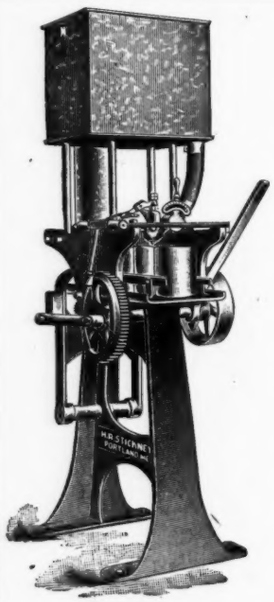
SOUTH BETHLEHEM, PA.
We are Specialists in Hoisting Machinery.



STICKNEY
SYRUPING MACHINE
$125.00

Instantly adjustable while running. Will handle one, two or three pound cans, and do perfect work. . . .

CONDENSED MILK
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Standard machine of its class, in use by all the largest concerns. . . . .

SPECIAL FILLING MACHINES for any purpose or capacity. EVAPORATED CREAM, BAKED BEANS, FATS, OILS, MUSTARDS, etc., in round or square cans or glass jars.

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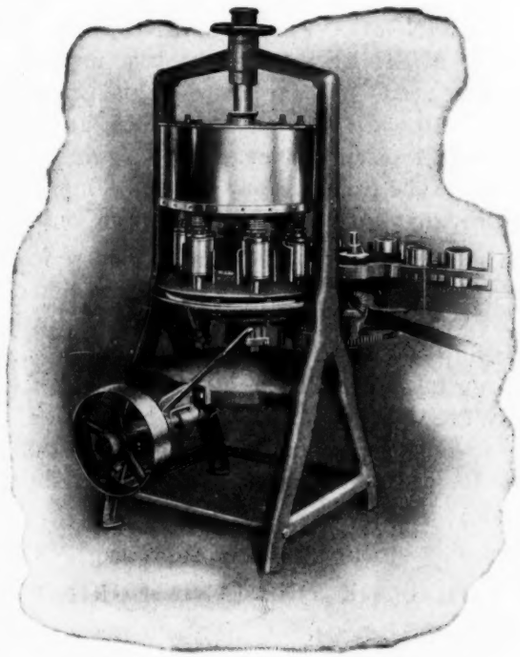

THE SPRAGUE UNIVERSAL LIQUID FILLER and SYRUPING MACHINE.

For filling or finishing off Cans or Glass Jars of ANY SIZE WITH ANY LIQUID.

Works in automatic line with our Continuous Exhauster and Capping Machines. CONTINUOUS, TRAYLESS, and ENTIRELY AUTOMATIC. This machine fills the can or jar with liquid up to any desired height. IT FILLS TO A DEAD LINE wherever set. ABSOLUTELY NO WASTE. It is a simple, thoroughly well built, substantial machine which does not get out of order.

Changes in height of fill or in size of can are quickly made. Works equally well on Studhole Cans, Open top Sanitary Style Cans, or Jars.

Can be used on any liquid or semi-liquid substance which will flow freely—such as

BRINE, SYRUP, LIGHT SOUPS or
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As a finishing off machine for Fruit and Vegetable Packers it has no equal and promptly saves its cost.

CAPACITY on Gallon Cans 20,000 10 hours, on smaller sizes 40,000. Gives perfect satisfaction at any capacity up to the above. Apply for further particulars, stating nature of work and size of can and opening most used.

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TO MAKE FOOD CANNING OR PRESERVING PAY YOU MUST UNDERSTAND YOUR BUSINESS, know the best methods, the cheapest way of producing the best goods. Every man has his own ideas—his own methods; but every man worth while can learn something from his fellow man and in learning may save himself money. Then again to become successful you must try to keep to the front in your business—and to do this you must be constantly improving your products, or bringing out new ones.

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Price $5.00 cash delivered by mail; or C. O. D. expressage. ORDER NOW SO AS TO HAVE THE BOOK ON HAND DURING THE SEASON—IN CASE OF TROUBLE.

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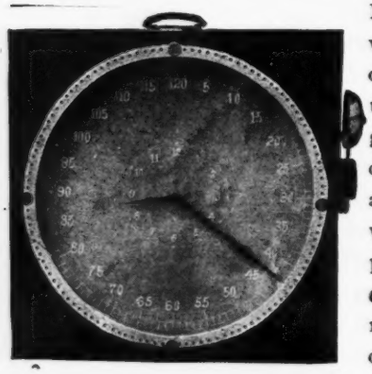
"TIME IS MONEY."



Did that saying originate with Process Kettles? It ought to have, for your money depends on the TIME given the goods. I have devised a clock, which is absolutely accurate, and will take care of all your process kettles, whether ***open*** or ***closed,*** and never makes a mistake. It is called

THE

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The centre of the dial registers hours; and 60 or 120 minutes are registered on the outer edge. By setting one of the pegs, bearing the number of the kettle, the required amount of time ahead of the hand an electric alarm will be started when the bath is finished and ring for one minute. 25 kettles can be taken care of by the one clock.

Tells Time of Day and Time of Process.

Made in two sizes—60 minutes and 120 minutes. Complete with 12 pegs. All clocks guaranteed.

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Slaysman & Co., Baltimore.
Sprague Canning Machinery Co., Chicago.
Stevenson & Co., Baltimore.
H. R. Stickney, Portland.
Geo. W. Zastrow. Baltimore.

CATSUP MACHINES.

H. Cottingham, Baltimore.
S. Howes Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

CHAINS.

See Canners' Supplies.

CHEMICAL EXPERTS.

W. L. Hinchman, Baltimore.

CHEMICALS.

Grasselli Chemical Co., Cleveland.
Marlou Chemical Co., Jersey City.

CHLORIDE OF CALCIUM.

Grasselli Chemical Co., Cleveland.
Marlou Chemical Co. Jersey City.
Sprague Canning Machinery Co., Chicago.

CLUTCH PULLEYS, ETC.

Sinclair Scott Co., Baltimore.

COATED CANS.

Sanitary Can Co., Fairport, N. Y.

CONDENSED MILK FILLERS.

Henry R. Stickney, Portland.

CONTINUOUS LINE.

Judge Machine Co., San Francisco.
Sprague Canning Machinery Co., Chicago.

CONVEYING AND ELEVATING MACHINERY.

Bethlehem Foundry & Mach. Co., S. Bethlehem, Pa.
Jeffrey Mfg. Co., Columbus.
Sprague Canning Machinery Co., Chicago.
Geo. F. Wescott Co, Buffalo.

COPPERS, Soldering.

See Canners' Supplies.

COPPER JACKETED KETTLES.

H. Cottingham, Baltimore.
Geo. E. Lockwood, Baltimore.
E. Renneburg & Sons, Baltimore.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.
Geo. W. Zastrow, Baltimore.

CORN COOKERS AND FILLERS.

Ayars Machine Co., Salem. N. J.
H. Cottingham, Baltimore.
Morral Bros., Morral, O.
Sprague Canning Machinery Co., Chicago.

CORN CUTTERS.

Morral Bros., Morral. O.
Sprague Canning Machinery Co., Chicago.

CORN HUSKERS.

Sprague Canning Mach. Co. Chicago.

CORN MIXERS.

Sprague Canning Machinery Co., Chicago.

CORN SILKERS.

H. Cottingham, Baltimore.
Sinclair Scott Co., Baltimore
Sprague Canning Machinery Co., Chicago

CRANES.

Burt Machine Co., Baltimore.
H. Cottingham, Baltimore.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.
Geo. W. Zastrow, Baltimore.

CRATES, Iron Process.

H. Cottingham, Baltimore.
Morral Bros., Morral, O.
E. Renneburg & Sons, Baltimore.
Sprague Canning Machinery Co., Chicago
Geo. W. Zastrow, Baltimore.

DIES, PRESSES AND TOOLS.

Ayars Machine Co., Salem, N. J.
Max Ams Machine Co., Mt. Vernon, N. Y.
E. W. Bliss Co., Brooklyn, N. Y.
Jno. R. Mitchell Co., Baltimore.
Slaysman & Co., Baltimore
Stevenson & Co., Baltimore.
L. & J. A. Steward, Rutland, Vt.
Stiles-Morse Co., Chicago, Ill.
Ferracute Machine Co., Bridgeton, N. J.

ENGINES, BOILERS, FITTINGS, ETC.

M. E. Howard Engine Works, Indianapolis.
E. Renneburg & Sons, Baltimore.
Slaysman & Co., Baltimore.

FACTORY TRUCKS.

Sprague Canning Machinery Co., Chicago.

FILLING MACHINES.

Ayars Machine Co., Salem, N. J.
S. Howes Co., Silver Creek, N. Y
Huntley Mfg. Co., Silver Creek, N. Y
Sinclair Scott Co., Baltimore
Sprague Canning Machinery Co. Chicago

FIRE POTS.

Clark Novelty Co., Rochester.
H. Cottingham, Baltimore.
Ayars Machine Co., Salem, N. J.
J. S. Hull Mfg. Co., Baltimore.
E. Renneburg & Sons, Baltimore.
H. R. Stickney. Portland.

GAS AND GASOLINE ENGINES.

Slaysman & Co., Baltimore.

GAS MACHINES.

Geo. E. Lockwood Co. Philadelphia.

GRATES, Furnace.

See Canners' Supplies.

HANGERS.

See Canners' Supplies.

HOISTS, Traveling.

HOIST AND CARRYING MACHINES.

Bethlehem Foundry & Machine Co., South Bethlehem, Pa.
Sprague Canning Machinery Co., Chicago.

JACKET KETTLES, Steam.

H. Cottingham, Baltimore.
Edw. Renneburg & Son, Baltimore.
Sprague Canning Machinery Co., Chicago.
Geo. W. Zastrow, Baltimore.

KEROSENE OIL SYSTEMS.

Clark Novelty Co., Rochester.
J. S. Hull Mfg. Co., Baltimore.

KETTLES, Process.

H. Cottingham, Baltimore.
Edw. Renneburg & Son, Baltimore.
Sprague Canning Machinery Co., Chicago.
Geo. W. Zastrow, Baltimore.

KNIVES.

See Canners' Supplies.

KRAUT CUTTERS.

Jno. E. Smith Sons' Co., Buffalo.

LABELING MACHINES.

Burt Machine Co., Baltimore.
Fred H. Knapp Co., Chicago.
Morral Bros., Morral, O.

LACQUER.

Burt Machine Co., Baltimore.
John G. Maiers' Sons, Baltimore.

LACQUERING MACHINES.

Burt Machine Co., Baltimore.

LINK BELTING.

Jeffrey Mfg. Co., Columbus.

LOCKERS, CANS.

E. W. Bliss Co., Brooklyn, N. Y.
Slaysman & Co., Baltimore.
Stevenson & Co., Baltimore.
Stiles-Morse Co., Chicago, Ill.

MEASURES.

See Canners' Supplies.

METALS.

E. M. Lang Co., Porltand.
A. Schultz & Co., Baltimore.

METALS, Perforated.

Huntley Mfg. Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.

MIXERS, Corn, Mincemeat, etc.

H. Cottingham, Baltimore.
Sprague Canning Machinery Co., Chicago.
The John E. Smith Sons' Co., Buffalo, N. Y.

OYSTER CARS

Edw. Renneburg & Son, Baltimore.
Geo. W. Zastrow, Baltimore.

OYSTER MEASURERS.

Edw. Renneburg & Son, Baltimore.
Geo. W. Zastrow, Baltimore.

OYSTER STEAM BOXES.

Edw. Renneburg & Son, Baltimore.
Sprague Canning Machinery Co., Chicago.
Geo. W. Zastrow, Baltimore.

OVERHEAD TRACKING.

Bethlehem Foundry & Machine Co., South Bethlehem, Pa.
Sprague Canning Machinery Co., Chicago.

PACKING, Asbestos.

See Canners' Supplies.

PAILS, TUBS, BOWLS AND PANS.

See Canners' Supplies.

PARING KNIVES.

See Canners' Supplies.

PARING MACHINES, Apple, Etc.

Sinclair Scott Co., Baltimore.

PASTE.

Burt Machine Co., Baltimore.
Fred. H. Knapp Co. Chicago.

PAY CHECKS.

See Canners' Supplies.

PEA BLANCHINING BASKETS.

See Canners' Supplies.

PEA BLANCHERS.

Huntley Mfg. Co., Silver Creek, N. Y.

PEA CLEANERS.

S. Howes & Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
Geo. F. Wescott Co. Buffalo, N. Y.

PEA FILLERS.

Ayars Machine Co., Salem, N. J.
H. Cottingham, Baltimore.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

PEA SEPARATORS or GRADERS.

H. Cottingham Baltimore.
S. Howes Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
E. Renneburg & Sons, Baltimore.
Sinclair Scott Co., Baltimore.

PEACH PITTER.

Judge Machine Co. Baltimore.

PEELING MACHINES.

Judge Machine Co. Baltimore-San Francisco.

PIG LEAD AND TIN.

E. M. Lang & Co., Portland.
A. Schultz & Co., Baltimore.

PRESSES, DIES, ETC.

E. W. Bliss Co., Brooklyn, N. Y.
John R. Mitchell Co., Baltimore.
Slaysman & Co., Baltimore.
Stevenson & Co., Baltimore.
Stiles-Morse Co., Chicago, Ill.
Ferracute Machine Co., Bridgeton, N. J.

PINEAPPLE MACHINERY.

H. Cottingham, Baltimore.
E. J. Lewis, Middleport, N. Y.
The John R. Mitchell Co., Baltimore.
Sinclair Scott Co. Baltimore.
Stevenson & Co., Baltimore.
Geo. W. Zastrow, Baltimore.

PROCESS KETTLES.

See Kettles, process.

PROCESS KETTLE ALARM.

Robt. A. Hutchinson, Salem, N. J.

PULP MACHINES.

S. Howes Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.

RETORTS.

See Kettles, process.

REVOLVING SCREENS.

H. Cottingham, Baltimore.
Huntley Mfg. Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.

SANITARY CANS.

American Can Co., New York-Baltimore-Chicago.
Sanitary Can Co., Fairport, N. Y. Indianapolis-Bridgeton
L. & J. A. Steward, Rutland, Vt.

Sanitary Can Making Machinery.

Max Ams Machine Co., Mt. Vernon, N. Y.
L. & J. A. Steward, Rutland, Vt.

SCRAP TIN.

Ammidon & Co., Baltimore.

SIEVES AND SCREENS.

S. Howes Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

Scalders, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
H. Cottingham, Baltimore.
Judge Machine Co. Baltimore-San Francisco.
Morral Bros., Morral, O.
Edw. Renneburg & Son, Baltimore.
Sprague Canning Machinery Co., Chicago.

SOLDER.

E. M. Lang & Co., Portland.
North American Smelting Works, Philadelphia.
A. Schultz & Co., Baltimore.

SOLDERING FLUX.

Garden City Laboratory, Chicago.
The Grasselli Chemical Co., Cleveland.
Geo. E. Lockwood, Philadelphia.
Marlou Chemical Co. Jersey City.

Solder Applied Caps and Machines.

A. Schultz & Co., Baltimore.

Solder Hemmed Caps.

American Can Co., New York, Chicago, Baltimore, San Francisco.
Continental Can Co., Syracuse, Chicago.
E. M. Lang Co. Portland, Me.

SOLDERING FURNACES.

J. S. Hull Mfg. Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

SPIRAL CONVEYORS.

Jeffrey Mfg. Co., Columbus, O.

STEAM COILS.

Edw. Renneburg & Sons, Baltimore.
Sprague Canning Machinery Co., Chicago.
Geo. W. Zastrow, Baltimore.

STEELS, Capping.

See Capping Steels.

STENCILS.

See Canners' Supplies.

STRING BEAN MACHINERY.

H. Cottingham Baltimore.
S. Howes Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
E. J. Lewis, Middleport, N. Y.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

TANKS, Iron.

See Kettles, process.

TICKET PUNCHES.

See Canners' Supplies.

TIME CHECKS.

See Canners' Supplies.

TIN PLATE.

Pope Tin Plate Co., Pittsburg, Pa.

TOMATO FILLING MACHINES.

Ayars Machine Co., Salem, N. J.
H. Cottingham, Baltimore.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

TO BUY OR SELL MACHINERY, ETC.

For Sale ad in The Trade. Baltimore.

TOPPING AND WIPING MACHINES.

Ayars Machine Co., Salem, N. J
Sinclair Scott Co., Baltimore
Sprague Canning Machine Co., Chicago.

TRUCKS.

See Factory Trucks.

TUBS, PAILS AND PANS.

See Canners' Supplies.

VEGETABLE CUTTERS.

The John E. Smith Sons' Co., Buffalo.

WIPERS, Can.

Morral Bros., Morral, O.
Sprague Canning Machinery Co., Chicago.
Ayars Machine Co., Salem, N. J.

WIRE BASKETS.

See Canners' Supplies.

WIRE CLOTH, Canners.

See Pea Separators and Graders.

WRAPPING MACHINES.

Burt Machine Co., Baltimore.

ZINC, Perforated.

See Canners' Supplies.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50 .....
" 3s	.....	60 62½
" Gallons	.....	1 90 2 00

BAKED BEANS.

Lunch 1s	$ 31 35
" 2s	.... 40 45
Tall 2s	.... 40 45
" 3s	.... 55 75

BEANS.

Green String 2s	$ 47½ 50
" " 3s	.... 65 70
" " Gallons	.... 1 95 2 00
White Wax 2s	.... 42½ 45
" " 3s	.... 65 70
" " Gallons	.... 1 75 1 80
Refugee 2s	.... 65 70
" Extras, 2s	.... 1 25 1 40
Green Lima 2s	 90
" " small 2s	....

BERRIES.

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$ ....
" Extra Fancy Preserved Strawberries	.... 1 75
No. 1 Ex. Pres. Strawberries	.... 1 10
" 2 Standard Raspberries	....
" Ex. Pres. Red Raspberries	....
" Standard Blackberries	.... 1 10 .....
" 3 " "	.... 1 40 .....
" 2 Extra Blackberries	.... 1 50 .....
" " Fancy "	....
" Standard Gooseberries	.... 1 35 .....
" " Blueberries	....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$ 1 10 1 15
" " Pres	.... 1 40 1 45
Blueberries, 2s	.... 1 25
Strawberries, 2s	....
" Preserved 1s	.... 1 05 1 10
" " 2s	.... 1 85 2 00
" Gallons	.... 5 75 6 00
Gooseberries, 2s	.... 1 35
Raspberries, Red 2s	.... 1 50 .....
" " " Preserved	....
" Black 2s	.... 1 50 .....
" " " Preserved	....

CHERRIES.

Red 2s	$ ....
White 2s	....
Extra White	....

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$ 75 80
" New York or Maine Style	.... 75 80
" Seconds, Soaked	....
" Standard, Evergreen	.... 72½ 75

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$ .... 72½ .....
" " " Dry Packed	.... 77½ .....
" Ex. Sugar Corn, fine qual., dry pk'd.	.... 85 .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$ 80
" New York or Maine Style Dry Pack	.... 70 75
" Seconds " " "	....

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$ 70
2s Standard Shoe Peg Corn	 75
2s Extra Standard Corn, Maine Style	 75

CORN AND TOMATOES.

No. 2	$ 75
No. 3	....

OKRA.

Standard 2s	$ 90
" 3s	.... 1 25

OKRA AND TOMATOES.

No. 2	$ 85
No. 3	.... 1 00

OYSTERS.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1s Lunch, Selects, Oval Cans	$	....
1s, 6 Ounce Selects	....	....
2s, 12 " "	....	....
1s, 4 Ounce	$	 85
2s, 8 "	....	..... 1 65
1s, 5 "	....	 90
2s, 10 "	....	..... 1 80
1s, Light Weight	....	..... 57½
T. G. CRANWELL & CO., Brokers, Baltimore.		
No. 1 Extra Lunch	$	1 25 .....
" 2 "	....	....
5 oz. No. 1 Standards	....	....
10 " "	....	....
5 oz. Standards, tall cans	....	....
10 " " "	....	....
4 oz. No. 1 Cove	....	....
8 " 2 "	....	....
No. 1 Light Weights	....	....
" 2 " "	....	....

PEARS.

Standard 2s	$ 85 ....
" 3s	1 30 ....
Extra Standard 2s	....
" " 3s	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$ 2 25 2 50
" Seconds, "	.... 1 90 2 00
" Pie Unpeeled	.... 1 50

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 3 Extra Standard Yellow Peaches	$ 2 30 2 35
No. 3 " Selected " "	.... 2 20 2 25
No. 3 Standard, Yellow, Balto. packed	.... 2 10 2 15
" Seconds, Yellow	.... 1 90 2 00
" " White	.... 1 90 2 00
No. 2 " Peaches	.... 1 50 1 50
No. 2 Standard, Yellow	.... 1 60 1 60
" " White	.... 1 60 1 60
Gallons, Pie	.... 5 00
No. 3 Pie	.... 1 60

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$ 1 50 ....
" " Peeled	....
Gallon Pies, Unpeeled	4 75 ....
" " Peeled	....
No. 2 Seconds, White	1 40 ....
" " Yellow	1 45 ....
No. 3 Seconds, White	1 95 ....
" " Yellow	2 00 ....
No. 2 Standards, White	....
" " Yellow	1 50 ....
No. 3 Standards, White	....
" " Yellow	2 25 ....
" Ex. Selected, Yellow	....

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	....
" 3 Standard, White	....
" " Yellow	.... 2 30
" 3 " Extra Yellow	.... 2 50
" 3s Selected, Yellow	....
" 3s Country Standards, Yellow	....
No. 2 Standard White	.... 1 65
" Extra Standard, Yellow	....
" Seconds, White	.... 1 45
" " Yellow	.... 1 50
" 3 Seconds, White	.... 1 95
" " Yellow	.... 2 00
" 3s Peeled Pie, Yellow	....
" Pie, Unpeeled	.... 1 50
Gallons, Pie, Unpeeled	....
" " Peeled	....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$ 1 10
" " " Sifted	.... 1 25
" Extra Sifted	.... 1 35 1 60
" Petit Pois	.... 1 75 2 00
" " " 2ds, labeled Standard	 90
" Soaks	 55
" Seconds	 95
" Marrowfat, Full Standard	.... 1 00

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$ ....
" Standard " White	1 00 ....
" Second Early June	80 85 ....
" Standard "	..... 1 00 ....
" Extra "	....
" Sifted "	..... 1 20 ....
Ex. Sifted "	1 40 1 60 ....
Ex. Fan. Sf'd " Petit Pois	1 75 2 00 ....

PEAS—Continued.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1 Sifted Early Junes		85
1 Finest Sifted, Petitis Pois		1 10
2 Early June Standard		1 00
2 " Sifted	1 10	1 20
2 " Extra Sifted	1 20	1 30
2 " Extra Fine Sifted	1 40	1 60
2 " Petit Pois	1 75	2 00
2 " Seconds		90
2 " " Sifted		1 00
2 " " Extra Sifted		
2 Extra Standard Early Junes		1 10
2 Extra Standard Marrowflats		1 00
2 Marrowfat		95
2 " Sifted	1 00	1 10
2 " Extra Sifted		
2 Seconds		85

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.		
2s Seconds in Water, E. & C		
2s Standards in Syrup, Not E. & C		
2s " " " E. & C		1 35
2s " Grated, in Syrup		
2s Extra Standard, Whole Circles, E. & C		1 45
2s Selected, Whole Circles, Heavy Syrup		1 75
2s " Grated, Heavy Syrup		1 75
2s Fancy Extra Selected, Preserved Sliced	2 00	2 10
2s Fancy Extra Selected Grated, Preserved	2 00	2 10
1s Standard Grated, Good Syrup, E. & C		
1s Fancy Grated, Preserved		1 10
1s Cocktail, Heavy Syrup		1 00
2s Pie Grated, Solid Packed in Syrup		
3s Pie Grated, Solid Packed in Syrup		
Gallon Pie Grated, Solid Packed in Syrup		
T. G. CRANWELL & CO., Brokers.		
No. 2 Seconds, Not Eyeless	85	
" " Eyeless and Coreless	90	
" Standards, Not Eyeless	1 00	
" " Eyeless and Coreless	1 10	
" Ex. " " "	1 30	
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	1 00	
" " Grated	1 15	
" " Cocktail	1 00	
No. 2 Extra Fancy Grated	2 00	
No. 3 Pie Grated, in Water	1 15	
" " in Syrup		
Gallon " in Water		
" " in Syrup		

TOMATOES.

	Cash.	Regular.
T. J. MEEHAN & CO., Brokers, Baltimore.		
No. 3 Full Standards	87½	90
" Seconds	82½	85
No. 2 Full Standards	67½	70
" Seconds	55	57½
Gallons, Standard	2 85	3 00
H. H. TAYLOR & SON, Brokers, Baltimore.		
No. 3 Full Standard	87½	90
" Seconds, Labeled Standards	82½	85
No. 2 Full Standards	67½	70
" Seconds, Labeled Standards	60	62½
T. G. CRANWELL & CO., Brokers, Baltimore.		
No. 2 Standard Tomatoes	70	
" 3 " "	90	
" 3 Ex. Select Tomatoes, Tall Cans		
" 3 Second Tomatoes	85	
" 2 "	65	
Gallon Standard Tomatoes	3 00	
E. C. SHRINER & CO., Brokers, Baltimore.		
No. 3 Standard		90
" " Country		87½
" " Extras		95
" " Fair		
No. 2 Standard		70
" " Country		70
" Second	65	
" 3 "	85	
Gallon, Standard		3 00

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	3 75 @	
" Maryland gallons	3 40	
" No. 3 Standards	1 07½	1 15
APRICOTS—California Standards 2½s	2 00	2 25
ASPARAGUS—Oyster Bay	4 90	5 25
" No. 3 Tips	3 60	3 95
BEANS—No. 2 Lima	90	95
" Baked, No. 3	70	97½

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	85	87½
" " Maine	90	95
" " Maine, Fancy	1 02½	1 10
" " Southern	80	87½
" " Western, 2s	80	82½
LOBSTER—Flats, ½-lb	2 30	
" flats, 1-lb		4 60
OYSTERS—5 Ounce Standards	1 10	
" 2-lb. 10 Ounce	2 10	2 25
PEACHES—2½ Standard, California Yellow	2 15	2 25
" 2½ Extra Standard, California	2 45	2 50
" Southern Standard 3s	2 30	2 40
PEARS—California 2½	2 50	
PEAS—No. 2 Early June Extra Sifted	1 45	1 50
" " " " Sifted	1 25	1 30
" " " " Standard	1 05	1 10
" " " " Seconds	90	95
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 40	1 50
" " Grated	1 50	2 00
" Standards	1 40	1 45
PUMPKIN—No. 3	80	90
" Gallon	2 00	2 25
SALMON—Columbia River talls, 1-lb		
" " " flats, 1-lb		
" " " " ½-lb	1 20	
" Alaska Red, talls, 1-lb	1 27½	1 30
" Medium Red, talls, 1-lb	1 15	1 20
" Chums, talls, 1-lb		
" Sockeye, flats, 1-lb		
" " talls, 1-lb		
" " flats, ½-lb	1 15	1 20
" Alaska Pink, talls, 1-lb	1 00	1 05
" Cohoes, talls, 1-lb		
" Cohoes, flats, 1-lb		
STRAWBERRIES—Gallons	6 00	8 00
" Standard 2s	1 25	1 30
SUCCOTASH—Maine pack, 2s		
" State pack, 2s Southern	58	87½
TOMATOES—No. 2 Standard Maryland	72½	75
" No. 3 " "	90	92½
" No. 3 " New Jersey		
" Gallons, Maryland	2 90	3 00
" Gallons, Jersey	3 10	3 20

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 26	25	24
Wire Coil	26	25	24
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

FOR IMMEDIATE ACCEPTANCE.

No. 1 Standard Cans, 1½ inch opening			$10.30 per thousand.
" 2 " 1½ "			14.25 "
" 2½ " 2 1-16 "			18.25 "
" 3 " 2 1-16 "			19.00 "
" 10 " 2 1-16 "			46.00 "

SOLDER HEMMED CAPS.

S. H. $1 00 P. H. $1 45 P. A. H. $1 90 per thousand.

Continental Can Co., prices same as above, Cans and Solder Hemmed Caps.
A. Schultz & Co's. Solder Applied Caps, same prices as Solder Hemmed.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	No. 10.
$10.50	$14.25	$14.75	$19.00	$46.00 per thousand

SANITARY CANS.

SANITARY CAN CO.	PLAIN.	ENAMEL.
No. 1	$12.00	$15.00
No. 2	16.50	20.00
No. 2½	21.00	25.00
No. 3, 4⅞ inch	22.00	26.50
No. 3, 5½ inch	25.00	
No. 10	47.50	57.50

SOLDERING COPPERS MATERIALS, ETC.

Capping Coppers	$ 31			
Carboys	1 50			

TIN PLATES. F. O. B. MILL.

I. C., 14x20, 107 lbs. Bessemer Steel	4 00			
I. C., 14x20, 100 lbs. Bessemer Steel	3 85			
I. C., 22x27¼, 90 lbs. Bessemer Steel	8 00			
I. C., 19½x27, 95 lbs. Bessemer Steel	7 15			

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$35 00	35 50		
Malacca	35 00	35 50		

PIG LEAD.

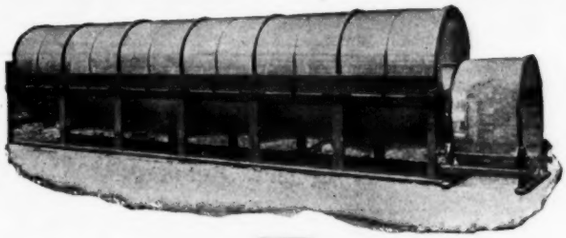
Omaha	$ 5 00	5 25		

Standard Sizes for Cans.

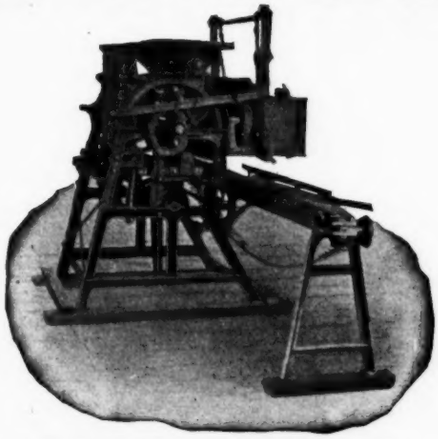
	DIAMETER.	HEIGHT
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

The "Colossus" Pea Separator.



Bucklin Pea Filler and Briner



The Sinclair-Scott Co.,

BALTIMORE, MD.

Manufacturers of the Strictly High Grade Nickel-Steel "MARYLAND" AUTOMOBILE.

IDENTIFY YOUR CANS.

I offer the simplest possible method of identifying your goods by means of

TIN CAN INK.

This Ink is specially made for the purpose and will stand processing and handling. Once on the can it is indellible. Applied with a rubber stencil or stamp. Can have your own mark, designating the goods, the quality and anything desired. The cheapest and most effective means of identification. Send for samples and prices.

Get My Prices on Rubber Stamps.

A. E. MACNEAL,

107 S. FREDERICK STREET, BALTIMORE, MD.

ESTABLISHED 1870.

We manufacture the best

GOLDEN LACQUER

On the market for Canners use. For Rusty Cans use our

SILVER

Which Will Make Them Look Bright, Same As Original

JOHN G. MAIER'S SONS

MANUFACTURERS Lacqures, All Colors.

BALTIMORE, MD.

QUINN'S PERFECT SIEVING MACHINE

FOR CATSUP AND FRUIT PULPS.

This Machine does its work quickly and economically. Does perfect work and is noiseless. Is easily and quickly cleaned, and does not gather verdigris. Requires little attention. Capacity 600 Gallons per hour. Floor space 2x4 feet. Price $70.00.

C. L. Quinn, Mfr., North Collins, N. Y.

CANTON BOX COMPANY,

2501 to 2515 Boston St,

BALTIMORE, MD.

Packing Boxes.

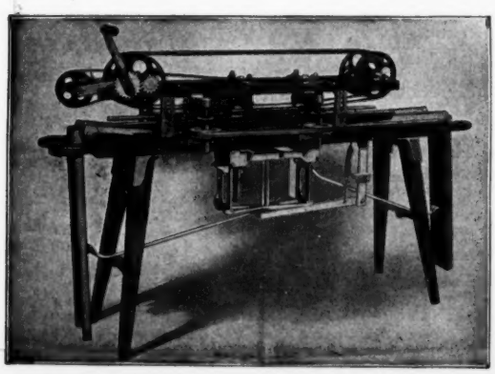
Made up or in Shooks. Cargo or Carload.

The Morral Improved Labeling Machine

The Simplest Constructed and Lightest Runing Machine In the Market. The Morral Labeling Machine ***does the work right, sells at right prices, and is guaranteed to do satisfactory work.*** If you are in the market for a labeling machine it will pay you to write for terms and prices. Address,

MORRAL BROTHERS,

Manufacturers of Canning Machinery. ***Morral, Ohio.***



Morral Brothers, Morral, Ohio. Dysart, Iowa, April 13, 1907.

GENTLEMEN:—The Morral Labeling Machine which we recently purchased of you has been tested under the management of our superintendent J S Miner, who has had experience with all the leading labeling machines that are on the market; and we are entirely satisfied we made no mistake when we purchased this machine. The first day the machine was used, more than 40,000 cans were labeled by it in ten hours, and on a short trial we operated the machine at the rate of over 100 cans perminute. In fact its capacity for work seems only limited by our ability to handle the cans, and it does the work neatly and accurately, and the machine is easy to operate, and meets all our requirements in every respect. Very respectfully Yours,

DYSART CANNING CO., Per E. Pearson, Sec.

Morral Brothers, Morral, Ohio. Williamsburg, Ohio, Mar. 14, 1907.

GENTLEMEN:—Will say we are very well pleased with the Morral Labeling Machine bought from you. Especially so, since we have it properly regulated. It does good work and is speedy. Yours truly,

THE WILLIAMSBURG CANNING CO.
Per F. M. McNutt, Sec'y.

Hamilton, Ont., Canada, March 15, 1907.

Messrs. Morral Brothers, Morral, Ohio,

DEAR SIRS:—Replying to yours of the 13th inst. we beg to advise you that we had a letter from our Manager at the Delhi Canning Factory, at Delhi, stating that they used your 2 lb. Morral Labeler last year and they were very much pleased with it, and they claim it is as good a machine as there is in the market.

Yours faithfully,
CANADIAN CANNERS, Limited,
J. J. Nairn, Gen'l. Manager.

Waterbury, Vt., Nov. 2, 1906.

Morral Brothers, Morral, Ohio.

GENTLEMEN:—We are in receipt of your favor of 30th ult., asking us how we like the labeling machine bought of you, since putting on the improvements. We are very glad to say that it works fine. We have never used any other make, but do not see how any labeling machine can do better work than this one has this season. Yours very truly,

THE DEMERITT & PALMER PACKING CO.
By B. R. Demeritt.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HELP WANTED.

WANTED.—Massachusetts concern manufacturing bakers' and confectioners supplies wants thoroughly competent foreman to take charge of department where pie filling, preserves, jellies, jams, crushed fruit extracts, ice cream supplies, etc. are made. State salary expected.
HAPGOODS, 305 Broadway, N. Y.

MAN WANTED—A Foreman and thorough can machine and die man for a small can manufacturing plant. Address, HOUSTON CAN M'FG. Co., Houston, Texas.

WANTED—Competent man to superintend the building and equipping of canning factories. Address, O. Pressprich & Co., 200 Broadway, New York, N. Y.

WANTED—Reliable processor to take charge of a canning factory canning sweet potatoes, berries, string beans, etc. Address, O. Pressprich & Co., 200 Broadway, New York, N. Y.

WANTED—A competent Canmaker, on dry and wet cans, able to act as Foreman and handle help; state experience, references and salary expected; all applications strictly confidential. Address Box 998, New Orleans, La.

WANTED—Practical Working Foreman for 1907; factory packing 100,000 cases asparagus, peas, fruits, beans, apples, tomatoes, etc., etc.; permanent position for man of ability and energy; location, Middle West; give age, married or single, experience, etc. A. B. C., care THE TRADE.

SITUATIONS WANTED.

Notice to packers and canners—Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

POSITION WANTED—As Manager or Foreman in wholesale grocery manufacturing department, pickle or preserve house; thoroughly up-to-date, no return goods, also make baking powder, carbonated beverages, extracts, crushed fruits, fruit syrups, mincemeat, catsup, cleaned currants, salad dressing, table syrups and sauces, &c. &c. Address, EXPERT, Care The Trade.

POSITION WANTED—As Manager or Foreman of Wholesale Grocery Manufacturing Department, pickle or preserve house; thoroughly up-to-date in everything relating to same, including ammonia, blueing, baking powder, cleaned currants, carbonated beverages, catsup, soda fountain supplies, druggists' sundries, extracts, all branches of pickle and preserve business, powdered sugar, self-raising flours, table syrups and sauces. Strictly temperate good testimonials. Address, EXPERT, % The Trade.

WANTED—Position by practical man, as Working Foreman; thoroughly understands the manufacture of jams, jellies, butters, pickles, sauces, relishes, mincemeat, etc.; 20 years' experience. Address Rex, care THE TRADE.

POSITION WANTED.—By Processor and Manager, having 20 years experience in the manufacturing of jams, jellies, preserve pickles, sauce, catsup, relishes, etc., five years with present firm. Address, REX, care THE TRADE.

WANTED—Position by young man as Asst. Sup't. or processor, for canning spinach, beets, berries, apples and pumpkins. Tomatoes, corn and beets a specialty, reference furnished. Address, L. O. B., care The Trade.

FOR SALE.

400 15-GALLON PARAFFINED OAK BARRELS.
ALEX. STEUART,
10-25-07-1m Abingdon, Va.

EUREKA SOLDERING FLUX.

TRADE THE EUREKA SOLDERING FLUX BEST MARK

Registered U. S. Patent Office.

We have good reasons for asserting that Eureka Soldering Flux is second to none in quality and uniformity. Our own knowledge of the subject confirms this statement; our customers tell us it is so, and prove it to us by sending their orders. The constantly increasing demand is the best proof of its merits.

It will reduce leaks to the minimum, and save much worry and trouble to the user.

We can supply you from any of the branches or agencies named below. Let us send you our booklet; better still, let us ship you a barrel.

THE GRASSELLI CHEMICAL CO.,
Cleveland, Ohio.

BRANCHES:

New York, 60 Wall St. — *Detroit, Mich.*
Chicago, 117 Michigan St. — *New Orleans, La.*
Cincinnati, O. — *Milwaukee, Wis.*
St. Louis, Mo. — *St. Paul, Minn.*
Robert C. Griffith & Co., Maryland Bank Bldg. Baltimore, Md.
C. W. Pike Co., 9 Mission St., San Francisco, Cal.

Eureka Soldering Flux is manufactured strictly in accordance with the requirements of the Pure Food Law.

BETTER DO IT.

The best way to know about a proposition is to INVESTIGATE.

Do you know about Knapp Labeling Machines and Boxers?

Are you aware that you can save from 50 to 75 per cent., by using these labor-saving Machines, besides getting neat and uniform work?

Do you know that you can get Machines to use for the season by paying a rental?

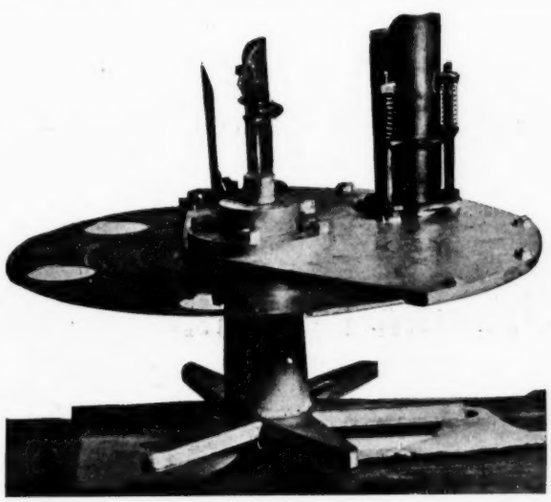
Are you willing to write us for terms and prices? Once you try Knapp Machines, you will be a satisfied customer.

State daily output, size of can or cans, and we will do the rest. You will thank us.

THE FRED H. KNAPP CO.,

NO AGENTS. 324 WASHINGTON BLVD., CHICAGO.

LITTLE GEM CAP PLACER



Never misses placing a cap, and never makes doubles. Feeds solder hemmed caps to any size cans. Will work with any continuous capper. Simple—easily operated, nothing to get out of order. Cheap in price. . . . . .

MANUFACTURED BY

COOPER & OWENS,

LEBANON, - OHIO.

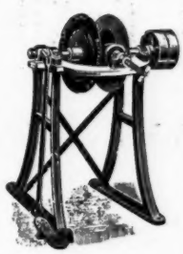
KRAUT CUTTERS

NEW PATTERN GERMAN DESIGN

TESTED and proved a wonderful success.

Superior to anything ever put on the market.

Write for Particulars.



CORE CUTTER.

This machine saves 15 to 20 per cent. of your Cabbage. Kraut with the core in it, has a better flavor, equal to the imported Kraut already used by most all the prominent Kraut Manufacturers.

Vegetable Cutter for Indian Relish Picalilli, Mince Meat, Etc.

JOHN E. SMITH'S SONS CO.

BUFFALO, N. Y.

PACK YOUR

BEETS and FRUITS

IN BUCKLINITE COATED CANS AND PRESERVE THEIR

Natural COLOR and FLAVOR

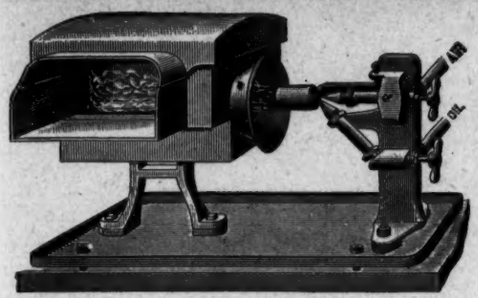
NO CHANGE IN YOUR MACHINERY OR METHODS

The same can you have always used, except that it is coated on the inside, which prevents metal action and its consequences—the bleaching of fruits or vegetables.

NATIONAL CANNING AND MAN'F'G CO.

Boston and Hudson Streets - - - BALTIMORE

THE CLARK KEROSENE OIL SYSTEM.



Why not save at least 50% in fuel alone by equipping your Factory with this safe and durable system? Over One Thousand now in operation. Our Burners produce a most substantial heat and last a life time. The present price of Gasoline must force you to look for something cheaper. We have it for you. You will be taking no chances, but will save money by adopting it, ask for Catalogue.

THE CLARK NOVELTY CO.
ROCHESTER, N. Y.

The "Eureka" Can Filler has no equal.
Thoroughly efficient, great capacity.

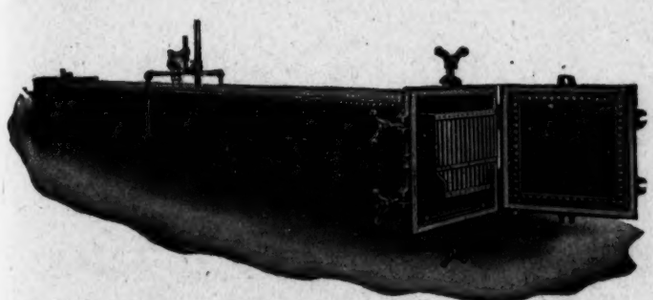
Every can well filled.
Automatic in operation.
Guaranteed satisfactory.
Prompt delivery.

The S. Howes Co.
"Eureka" Works,
Silver Creek, - N. Y.

EDW. RENNEBURG & SON

Machine & Boiler Works.

Oyster Steam Box



With Improved Hinged Door; Making the Work Lighter and Quicker.

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THE CANNED GOODS EXCHANGE
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125-127 EAST FALLS AVENUE,

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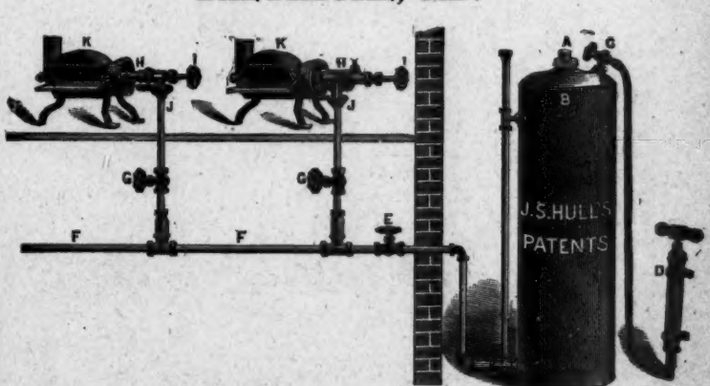

Manufacturers of

HULL'S

PATENT GASOLINE BURNERS, FIRE POTS AND HEATERS.

Repairs Promptly Attended to.

CANNING HOUSE SUNDRIES.

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During the rush of the season you want shipments, not promises. Those who have contracts placed with us, have only to indicate their necessities and we will give them the best of service at all times.

We very cordially invite those who have purchased elsewhere to give us a trial shipment in the rush season and let us demonstrate to them how we handle "hurry up" orders.

Our three factories one each at Baltimore, Syracuse and Chicago, make our capacity large and flexible and we are able to take care of all orders in the best possible manner.

Awaiting your further commands, we remain,

Yours very truly,

CONTINENTAL CAN COMPANY

T. G. CRANWELL, President.